

52180-1-U



STATE CORPORATION COMMISSION  
BUREAU OF INSURANCE

1988

INSURANCE COMPANY  
STATISTICAL  
REPORT

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PART 1

PROPERTY AND CASUALTY  
GENERAL FINANCIAL INFORMATION

A) DOMESTIC

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26026 COMPANY: EARLY SETTLERS INSURANCE COMPANY  
00057 H A A OF VIRGINIA, INC.  
41246 HOW INSURANCE COMPANY, A RISK RETENTION

NAIC NO: 26158 COMPANY: EASTERN SHORE OF VIRGINIA FIRE  
28916 HOME GUARANTY INSURANCE CORPORATION  
28932 MARKEL AMERICAN INSURANCE COMPANY

|                                      | NAIC NO: | 26026  | 26158 | 00057 | 28916  | 41246   | 28932  |
|--------------------------------------|----------|--------|-------|-------|--------|---------|--------|
| ADMITTED ASSETS                      |          | 7,145  | 2,047 | 663   | 16,200 | 142,243 | 16,316 |
| LIABILITIES                          |          | 4,735  | 783   | 524   | 13,847 | 114,442 | 12,708 |
| SURPLUS                              |          | 2,409  | 1,263 | 139   | 2,361  | 27,800  | 3,608  |
| NET PREMIUMS WRITTEN                 |          | -1,524 | 659   | 732   | 3,574  | 24,620  | 4,039  |
| PREMIUMS EARNED                      |          | 0      | 629   | 524   | 3,569  | 12,414  | 3,024  |
| LOSSES INCURRED                      |          | 0      | 251   | 187   | 2,660  | 12,119  | 757    |
| LOSS EXPENSES INCURRED               |          | 0      | 53    | 40    | 236    | 4,688   | 1,488  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | -44    | 318   | 371   | 2,205  | 842     | 1,274  |
| OTHER DEDUCTIONS                     |          | 0      | 0     | 0     | 0      | 0       | 0      |
| NET UNDERWRITING GAIN                |          | 44     | 5     | -74   | -1,532 | -5,236  | -415   |
| NET INVESTMENT GAIN                  |          | 433    | 118   | 23    | 1,034  | 10,161  | 1,081  |
| OTHER INCOME                         |          | -361   | 0     | 0     | 66     | 0       | 0      |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0     | 0     | 0      | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | -51    | 51    | 0     | -3     | 2,600   | 284    |
| NET INCOME                           |          | 168    | 73    | -51   | -427   | 2,325   | 381    |
| SURPLUS BEGINNING YEAR               |          | 2,219  | 1,191 | 124   | 2,323  | 25,739  | 3,171  |

NAIC NO: 11533 COMPANY: MID-ATLANTIC INSURANCE CORPORATION  
42595 ROCKINGHAM CASUALTY COMPANY  
15709 SOUTHERN STATES INSURANCE EXCHANGE

NAIC NO: 00047 COMPANY: REALSAFE CORPORATION OF VIRGINIA, INC.  
26867 SOUTHERN INSURANCE COMPANY OF VIRGINIA  
26034 VIRGINIA FARM BUREAU MUTUAL INSURANCE

|                                      | NAIC NO: | 11533 | 00047 | 42595 | 26867 | 15709  | 26034  |
|--------------------------------------|----------|-------|-------|-------|-------|--------|--------|
| ADMITTED ASSETS                      |          | 3,682 | 356   | 5,376 | 4,548 | 16,561 | 98,981 |
| LIABILITIES                          |          | 3,098 | 157   | 2,615 | 1,946 | 5,372  | 66,069 |
| SURPLUS                              |          | 584   | 199   | 2,761 | 2,602 | 11,189 | 32,911 |
| NET PREMIUMS WRITTEN                 |          | 685   | 194   | 2,758 | 1,889 | 3,848  | 58,922 |
| PREMIUMS EARNED                      |          | 284   | 187   | 2,477 | 1,660 | 3,824  | 57,358 |
| LOSSES INCURRED                      |          | 150   | 89    | 1,621 | 1,168 | 1,516  | 36,602 |
| LOSS EXPENSES INCURRED               |          | 151   | 0     | 154   | 309   | 397    | 6,038  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 214   | 62    | 733   | 146   | 779    | 13,424 |
| OTHER DEDUCTIONS                     |          | 0     | 0     | 0     | 0     | 0      | 0      |
| NET UNDERWRITING GAIN                |          | -231  | 35    | -32   | 35    | 1,131  | 1,292  |
| NET INVESTMENT GAIN                  |          | 166   | 10    | 350   | 97    | 875    | 6,643  |
| OTHER INCOME                         |          | 147   | 0     | 47    | 101   | 0      | 238    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0     | 0     | 0     | 0     | 454    | 12     |
| FEDERAL INCOME TAXES INCURRED        |          | 50    | 21    | 107   | 0     | 2      | 234    |
| NET INCOME                           |          | 31    | 24    | 256   | 234   | 1,551  | 7,928  |
| SURPLUS BEGINNING YEAR               |          | 390   | 161   | 2,504 | 141   | 10,168 | 24,519 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

NAIC NO: 33812 COMPANY: VIRGINIA INSURANCE RECIPROCAL, THE  
00066 VIRGINIA MUNICIPAL SELF-INSURANCE ASSOC.  
00202 VIRGINIA TRANSIT LIABILITY POOLNAIC NO: 00086 COMPANY: VIRGINIA MEDICAL MALPRACTICE JOINT  
18791 VIRGINIA MUTUAL INSURANCE COMPANY  
23370 WESTMORELAND INDEMNITY COMPANY

|                                      | NAIC NO: 33812 | 00086 | 00066  | 18791  | 00202 | 23370 |
|--------------------------------------|----------------|-------|--------|--------|-------|-------|
| ADMITTED ASSETS                      | 120,197        | 7,683 | 10,530 | 29,699 | 1,988 | 3,004 |
| LIABILITIES                          | 92,264         | 4,972 | 2,693  | 20,248 | 993   | 124   |
| SURPLUS                              | 27,932         | 2,710 | 7,836  | 9,451  | 995   | 2,880 |
| NET PREMIUMS WRITTEN                 | 49,330         | 3,722 | 0      | 23,939 | 1,372 | 14    |
| PREMIUMS EARNED                      | 45,300         | 3,350 | 7,985  | 23,628 | 1,372 | 37    |
| LOSSES INCURRED                      | 25,184         | 1,616 | 479    | 14,342 | 47    | 6     |
| LOSS EXPENSES INCURRED               | 9,309          | 327   | 0      | 2,167  | 0     | 2     |
| OTHER UNDERWRITING EXPENSES INCURRED | 5,645          | 673   | 2,931  | 6,046  | 1,084 | -92   |
| OTHER DEDUCTIONS                     | 0              | 0     | 0      | 0      | 0     | 0     |
| NET UNDERWRITING GAIN                | 5,169          | 741   | 4,574  | 1,071  | 240   | 121   |
| NET INVESTMENT GAIN                  | 6,554          | 363   | 756    | 1,769  | 33    | 179   |
| OTHER INCOME                         | 38             | 0     | 0      | 42     | 0     | 0     |
| DIVIDENDS TO POLICYHOLDERS           | 794            | 0     | 786    | 0      | 0     | 0     |
| FEDERAL INCOME TAXES INCURRED        | 2,686          | 601   | 0      | 970    | 0     | 35    |
| NET INCOME                           | 8,281          | 503   | 4,544  | 1,912  | 273   | 265   |
| SURPLUS BEGINNING YEAR               | 15,181         | 967   | 4,078  | 7,747  | 0     | 2,711 |

NAIC NO: 35742 COMPANY: ACCELERATION NATIONAL INSURANCE COMPANY

|                                      | NAIC NO: 35742 |
|--------------------------------------|----------------|
| ADMITTED ASSETS                      | 38,499         |
| LIABILITIES                          | 21,271         |
| SURPLUS                              | 17,228         |
| NET PREMIUMS WRITTEN                 | 16,269         |
| PREMIUMS EARNED                      | 10,634         |
| LOSSES INCURRED                      | 6,440          |
| LOSS EXPENSES INCURRED               | 1,576          |
| OTHER UNDERWRITING EXPENSES INCURRED | 4,653          |
| OTHER DEDUCTIONS                     | 0              |
| NET UNDERWRITING GAIN                | -2,036         |
| NET INVESTMENT GAIN                  | 2,120          |
| OTHER INCOME                         | 1,052          |
| DIVIDENDS TO POLICYHOLDERS           | 0              |
| FEDERAL INCOME TAXES INCURRED        | 0              |
| NET INCOME                           | 1,136          |
| SURPLUS BEGINNING YEAR               | 15,987         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

|                                      | TOTAL   |
|--------------------------------------|---------|
| ADMITTED ASSETS                      | 487,236 |
| LIABILITIES                          | 347,598 |
| SURPLUS                              | 139,637 |
| NET PREMIUMS WRITTEN                 | 178,781 |
| PREMIUMS EARNED                      | 167,646 |
| LOSSES INCURRED                      | 98,801  |
| LOSS EXPENSES INCURRED               | 25,287  |
| OTHER UNDERWRITING EXPENSES INCURRED | 36,610  |
| OTHER DEDUCTIONS                     | 0       |
| NET UNDERWRITING GAIN                | 6,938   |
| NET INVESTMENT GAIN                  | 30,653  |
| OTHER INCOME                         | 321     |
| DIVIDENDS TO POLICYHOLDERS           | 2,046   |
| FEDERAL INCOME TAXES INCURRED        | 7,598   |
| NET INCOME                           | 28,276  |
| SURPLUS BEGINNING YEAR               | 103,341 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PART 1

PROPERTY AND CASUALTY  
GENERAL FINANCIAL INFORMATION

B) FOREIGN

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 35742 COMPANY: ACCELERATION NATIONAL INSURANCE COMPANY NAIC NO: 26379 COMPANY: ACCREDITED SURETY AND CASUALTY COMPANY,  
22950 ACSTAR INSURANCE COMPANY 33898 AEGIS SECURITY INSURANCE COMPANY  
19046 AETHA CASUALTY & SURETY COMPANY OF 31194 AETHA CASUALTY & SURETY COMPANY OF

|                                      | NAIC NO: | 35742  | 26379  | 22950  | 33898  | 19046     | 31194  |
|--------------------------------------|----------|--------|--------|--------|--------|-----------|--------|
| ADMITTED ASSETS                      |          | 38,499 | 9,726  | 16,342 | 17,428 | 1,855,921 | 13,065 |
| LIABILITIES                          |          | 21,271 | 4,901  | 413    | 10,777 | 1,405,014 | 7,253  |
| SURPLUS                              |          | 17,228 | 4,824  | 15,928 | 6,651  | 450,907   | 5,812  |
| NET PREMIUMS WRITTEN                 |          | 16,269 | 12,922 | -5,166 | 13,280 | 518,073   | 5,002  |
| PREMIUMS EARNED                      |          | 10,634 | 12,922 | 130    | 12,523 | 521,966   | 5,002  |
| LOSSES INCURRED                      |          | 6,440  | 578    | 35     | 5,000  | 386,301   | 4,215  |
| LOSS EXPENSES INCURRED               |          | 1,576  | 66     | 3      | 964    | 71,621    | 498    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 4,653  | 11,658 | 18     | 6,074  | 142,876   | 1,109  |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0      | 0      | 0         | 0      |
| NET UNDERWRITING GAIN                |          | -2,036 | 619    | 73     | 484    | -78,833   | -821   |
| NET INVESTMENT GAIN                  |          | 2,120  | 428    | 1,796  | 964    | 124,895   | 718    |
| OTHER INCOME                         |          | 1,052  | 0      | -51    | 0      | -3,011    | -75    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0      | 0      | 0      | 5,037     | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 0      | 323    | 116    | 498    | 3,589     | -17    |
| NET INCOME                           |          | 1,136  | 724    | 1,701  | 959    | 34,423    | -161   |
| SURPLUS BEGINNING YEAR               |          | 15,987 | 4,884  | 10,927 | 5,853  | 412,597   | 5,975  |

NAIC NO: 19038 COMPANY: AETHA CASUALTY AND SURETY COMPANY THE  
26344 AGRICULTURAL INSURANCE COMPANY  
19399 AIU INSURANCE COMPANY

NAIC NO: 10014 COMPANY: AFFILIATED FM INSURANCE COMPANY  
10022 AGWAY INSURANCE COMPANY  
19917 ALBANY INSURANCE COMPANY

|                                      | NAIC NO: | 19038      | 10014   | 26344 | 10022  | 19399     | 19917   |
|--------------------------------------|----------|------------|---------|-------|--------|-----------|---------|
| ADMITTED ASSETS                      |          | 11,632,587 | 173,056 | 6,228 | 51,297 | 1,455,819 | 110,199 |
| LIABILITIES                          |          | 9,284,406  | 104,619 | 2,065 | 36,533 | 1,325,888 | 81,880  |
| SURPLUS                              |          | 2,348,180  | 68,436  | 4,163 | 14,764 | 129,931   | 28,319  |
| NET PREMIUMS WRITTEN                 |          | 4,876,850  | 44,457  | 992   | 30,128 | 243,430   | 51,380  |
| PREMIUMS EARNED                      |          | 4,839,057  | 52,911  | 1,032 | 33,834 | 227,399   | 46,088  |
| LOSSES INCURRED                      |          | 3,215,487  | 21,408  | 633   | 22,616 | 124,827   | 26,817  |
| LOSS EXPENSES INCURRED               |          | 744,834    | 3,969   | 125   | 2,544  | 21,614    | 6,206   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 1,353,753  | 16,982  | 318   | 12,895 | 65,601    | 16,460  |
| OTHER DEDUCTIONS                     |          | 0          | 0       | 0     | 0      | 0         | 0       |
| NET UNDERWRITING GAIN                |          | -475,018   | 10,551  | -45   | -4,221 | 15,355    | -3,395  |
| NET INVESTMENT GAIN                  |          | 597,030    | 10,398  | 556   | 2,947  | 27,135    | 5,979   |
| OTHER INCOME                         |          | 4,422      | -859    | -4    | 84     | 1,116     | -61     |
| DIVIDENDS TO POLICYHOLDERS           |          | 59,191     | 210     | 8     | 0      | 130       | 0       |
| FEDERAL INCOME TAXES INCURRED        |          | -20,797    | 6,688   | 169   | 0      | 15,236    | 1,053   |
| NET INCOME                           |          | 88,040     | 13,191  | 328   | -1,189 | 28,240    | 1,469   |
| SURPLUS BEGINNING YEAR               |          | 2,375,658  | 58,816  | 4,144 | 13,935 | 95,868    | 27,378  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

|                                                                                                                                                |                                                                                                                                       |        |         |         |         |        |
|------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|--------|---------|---------|---------|--------|
| NAIC NO: 27138 COMPANY: ALEXANDER HAMILTON INSURANCE COMPANY OF<br>21482 ALLENDALE MUTUAL INSURANCE COMPANY<br>35300 ALLIANZ INSURANCE COMPANY | NAIC NO: 20222 COMPANY: ALL AMERICA INSURANCE COMPANY<br>20273 ALLIANCE ASSURANCE COMPANY LIMITED<br>19240 ALLSTATE INDEMNITY COMPANY |        |         |         |         |        |
| NAIC NO:                                                                                                                                       | 27138                                                                                                                                 | 20222  | 21482   | 20273   | 35300   | 19240  |
| ADMITTED ASSETS                                                                                                                                | 21,038                                                                                                                                | 43,176 | 857,546 | 202,336 | 337,115 | 71,390 |
| LIABILITIES                                                                                                                                    | 4,409                                                                                                                                 | 30,435 | 411,681 | 146,590 | 261,968 | 40,188 |
| SURPLUS                                                                                                                                        | 16,628                                                                                                                                | 12,741 | 445,864 | 55,745  | 75,147  | 31,202 |
| NET PREMIUMS WRITTEN                                                                                                                           | 5,163                                                                                                                                 | 20,263 | 224,016 | 74,798  | 110,941 | 0      |
| PREMIUMS EARNED                                                                                                                                | 4,749                                                                                                                                 | 19,979 | 244,499 | 74,065  | 109,330 | 0      |
| LOSSES INCURRED                                                                                                                                | 1,353                                                                                                                                 | 11,445 | 99,904  | 37,969  | 65,959  | 0      |
| LOSS EXPENSES INCURRED                                                                                                                         | 65                                                                                                                                    | 3,177  | 10,528  | 11,357  | 16,568  | 0      |
| OTHER UNDERWRITING EXPENSES INCURRED                                                                                                           | 1,521                                                                                                                                 | 7,182  | 78,079  | 24,110  | 30,461  | 0      |
| OTHER DEDUCTIONS                                                                                                                               | 0                                                                                                                                     | 0      | 0       | 0       | 0       | 0      |
| NET UNDERWRITING GAIN                                                                                                                          | 1,808                                                                                                                                 | -1,826 | 47,986  | 620     | -3,658  | 0      |
| NET INVESTMENT GAIN                                                                                                                            | 1,373                                                                                                                                 | 3,005  | 58,211  | 11,310  | 21,507  | 2,945  |
| OTHER INCOME                                                                                                                                   | 0                                                                                                                                     | 66     | 140     | 4       | -5,326  | 0      |
| DIVIDENDS TO POLICYHOLDERS                                                                                                                     | 0                                                                                                                                     | 87     | 0       | 620     | 3,714   | 0      |
| FEDERAL INCOME TAXES INCURRED                                                                                                                  | 880                                                                                                                                   | 208    | 32,007  | 4,975   | 1,945   | 95     |
| NET INCOME                                                                                                                                     | 2,302                                                                                                                                 | 950    | 74,331  | 6,347   | 6,862   | 2,850  |
| SURPLUS BEGINNING YEAR                                                                                                                         | 14,412                                                                                                                                | 11,854 | 340,510 | 42,210  | 72,099  | 28,430 |

|                                                                                                                                      |                                                                                                                                                               |        |           |         |       |         |
|--------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|-----------|---------|-------|---------|
| NAIC NO: 19232 COMPANY: ALLSTATE INSURANCE COMPANY<br>18708 AMBAC INDEMNITY CORPORATION<br>26832 AMERICAN ALLIANCE INSURANCE COMPANY | NAIC NO: 13293 COMPANY: AMALGAMATED CASUALTY INSURANCE COMPANY<br>10103 AMERICAN AGRICULTURAL INSURANCE COMPANY<br>10073 AMERICAN AMBASSADOR CASUALTY COMPANY |        |           |         |       |         |
| NAIC NO:                                                                                                                             | 19232                                                                                                                                                         | 13293  | 18708     | 10103   | 26832 | 10073   |
| ADMITTED ASSETS                                                                                                                      | 18,081,173                                                                                                                                                    | 12,040 | 1,085,351 | 346,759 | 8,281 | 111,940 |
| LIABILITIES                                                                                                                          | 13,927,038                                                                                                                                                    | 6,958  | 577,373   | 233,484 | 2,059 | 30,604  |
| SURPLUS                                                                                                                              | 4,154,135                                                                                                                                                     | 5,081  | 507,978   | 113,355 | 6,222 | 31,335  |
| NET PREMIUMS WRITTEN                                                                                                                 | 11,897,611                                                                                                                                                    | 3,017  | 66,379    | 106,059 | 992   | 62,120  |
| PREMIUMS EARNED                                                                                                                      | 11,565,643                                                                                                                                                    | 2,998  | 75,576    | 121,616 | 1,032 | 60,726  |
| LOSSES INCURRED                                                                                                                      | 8,207,984                                                                                                                                                     | 1,716  | 3,940     | 101,886 | 633   | 33,564  |
| LOSS EXPENSES INCURRED                                                                                                               | 1,155,119                                                                                                                                                     | 585    | 8,431     | 3,631   | 125   | 8,463   |
| OTHER UNDERWRITING EXPENSES INCURRED                                                                                                 | 2,861,563                                                                                                                                                     | 780    | 31,203    | 17,554  | 318   | 15,866  |
| OTHER DEDUCTIONS                                                                                                                     | 0                                                                                                                                                             | 0      | 37,788    | 0       | 0     | 0       |
| NET UNDERWRITING GAIN                                                                                                                | -659,023                                                                                                                                                      | -83    | -5,786    | -1,455  | -45   | 2,831   |
| NET INVESTMENT GAIN                                                                                                                  | 1,198,077                                                                                                                                                     | 835    | 83,874    | 18,269  | 523   | 6,690   |
| OTHER INCOME                                                                                                                         | 86,322                                                                                                                                                        | 0      | 1,029     | -3      | -4    | 0       |
| DIVIDENDS TO POLICYHOLDERS                                                                                                           | 30,637                                                                                                                                                        | 0      | 0         | 0       | 8     | 0       |
| FEDERAL INCOME TAXES INCURRED                                                                                                        | -30,285                                                                                                                                                       | 201    | 22,109    | 842     | 124   | 3,672   |
| NET INCOME                                                                                                                           | 625,024                                                                                                                                                       | 549    | 57,008    | 15,966  | 340   | 5,850   |
| SURPLUS BEGINNING YEAR                                                                                                               | 3,939,240                                                                                                                                                     | 4,462  | 481,870   | 98,482  | 6,129 | 25,527  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24589 COMPANY: AMERICAN AND FOREIGN INSURANCE  
10111 AMERICAN BANKERS INSURANCE COMPANY OF  
10391 AMERICAN CENTENNIAL INSURANCE COMPANYNAIC NO: 21849 COMPANY: AMERICAN AUTOMOBILE INSURANCE COMPANY  
20427 AMERICAN CASUALTY COMPANY OF READING,  
37915 AMERICAN CENTRAL INSURANCE COMPANY

|                                      | NAIC NO: | 24589   | 21849   | 10111   | 20427   | 10391   | 37915 |
|--------------------------------------|----------|---------|---------|---------|---------|---------|-------|
| ADMITTED ASSETS                      |          | 323,015 | 545,154 | 399,012 | 706,773 | 665,242 | 7,765 |
| LIABILITIES                          |          | 270,112 | 446,955 | 292,678 | 558,777 | 606,701 | 100   |
| SURPLUS                              |          | 52,902  | 98,199  | 106,334 | 147,996 | 58,541  | 7,664 |
| NET PREMIUMS WRITTEN                 |          | 152,743 | 183,845 | 204,969 | 233,355 | 4,659   | 176   |
| PREMIUMS EARNED                      |          | 151,160 | 194,628 | 204,917 | 223,206 | 8,358   | 98    |
| LOSSES INCURRED                      |          | 105,400 | 110,846 | 104,400 | 160,757 | -13,362 | 68    |
| LOSS EXPENSES INCURRED               |          | 25,086  | 36,272  | 12,473  | 23,325  | 886     | 7     |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 44,923  | 61,543  | 103,545 | 55,513  | 28,605  | 44    |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0       | 0       | 0       | 0     |
| NET UNDERWRITING GAIN                |          | -24,242 | -14,034 | -15,502 | -16,390 | -7,770  | -22   |
| NET INVESTMENT GAIN                  |          | 20,772  | 35,734  | 53,893  | 55,457  | 50,550  | 559   |
| OTHER INCOME                         |          | -489    | -282    | -3,555  | -274    | -42,585 | 0     |
| DIVIDENDS TO POLICYHOLDERS           |          | 3,066   | -106    | 0       | 6,846   | 0       | 0     |
| FEDERAL INCOME TAXES INCURRED        |          | -379    | 1,639   | -121    | 0       | -2,251  | -1    |
| NET INCOME                           |          | -6,645  | 19,884  | 34,958  | 31,947  | 2,446   | 539   |
| SURPLUS BEGINNING YEAR               |          | 60,615  | 93,436  | 87,044  | 101,180 | 60,924  | 7,126 |

NAIC NO: 12246 COMPANY: AMERICAN CONTINENTAL INSURANCE COMPANY  
15920 AMERICAN EAGLE INSURANCE COMPANY  
37990 AMERICAN EMPIRE INSURANCE COMPANYNAIC NO: 20516 COMPANY: AMERICAN CREDIT INDEMNITY COMPANY  
19690 AMERICAN ECONOMY INSURANCE COMPANY  
20613 AMERICAN EMPLOYERS' INSURANCE COMPANY

|                                      | NAIC NO: | 12246   | 20516   | 15920  | 19690   | 37990  | 20613   |
|--------------------------------------|----------|---------|---------|--------|---------|--------|---------|
| ADMITTED ASSETS                      |          | 239,064 | 100,856 | 84,314 | 934,179 | 17,276 | 426,652 |
| LIABILITIES                          |          | 158,397 | 48,934  | 58,033 | 683,053 | 11,891 | 309,270 |
| SURPLUS                              |          | 80,667  | 51,922  | 26,280 | 251,125 | 5,384  | 117,382 |
| NET PREMIUMS WRITTEN                 |          | 83,502  | 49,741  | 38,024 | 663,088 | 2,952  | 216,653 |
| PREMIUMS EARNED                      |          | 79,540  | 49,227  | 39,945 | 595,490 | 3,813  | 208,445 |
| LOSSES INCURRED                      |          | 30,706  | 21,015  | 32,584 | 396,129 | 2,376  | 133,462 |
| LOSS EXPENSES INCURRED               |          | 7,455   | 1,233   | 2,534  | 52,100  | 454    | 26,700  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 18,451  | 28,225  | 6,300  | 175,284 | 1,191  | 64,777  |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0      | 0       | 0      | 0       |
| NET UNDERWRITING GAIN                |          | 22,927  | -1,245  | -1,473 | -28,023 | -209   | -16,494 |
| NET INVESTMENT GAIN                  |          | 11,023  | 9,549   | 3,390  | 40,005  | 1,764  | 30,361  |
| OTHER INCOME                         |          | -81     | 583     | 0      | 0       | -26    | -215    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 0       | 0      | 3,369   | 0      | 486     |
| FEDERAL INCOME TAXES INCURRED        |          | 6,048   | 9,206   | 446    | 10,019  | 476    | 5       |
| NET INCOME                           |          | 27,820  | -318    | 1,469  | -1,407  | 1,052  | 13,158  |
| SURPLUS BEGINNING YEAR               |          | 33,105  | 56,757  | 25,436 | 166,815 | 6,124  | 110,735 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23450 COMPANY: AMERICAN FAMILY HOME INSURANCE COMPANY  
24066 AMERICAN FIRE AND CASUALTY COMPANY  
26247 AMERICAN GUARANTEE AND LIABILITYNAIC NO: 16810 COMPANY: AMERICAN FIDELITY INSURANCE COMPANY  
40258 AMERICAN GLOBAL INSURANCE COMPANY  
13331 AMERICAN HARDWARE MUTUAL INSURANCE

|                                      | NAIC NO: | 23450  | 16810  | 24066   | 40258  | 26247   | 13331   |
|--------------------------------------|----------|--------|--------|---------|--------|---------|---------|
| ADMITTED ASSETS                      |          | 55,412 | 51,517 | 172,316 | 14,426 | 256,165 | 271,185 |
| LIABILITIES                          |          | 41,878 | 33,586 | 102,392 | 0      | 203,545 | 188,586 |
| SURPLUS                              |          | 13,533 | 17,930 | 69,924  | 14,425 | 52,620  | 82,679  |
| NET PREMIUMS WRITTEN                 |          | 28,211 | 16,670 | 67,662  | 0      | 94,107  | 137,525 |
| PREMIUMS EARNED                      |          | 28,252 | 21,010 | 66,977  | 0      | 91,761  | 131,261 |
| LOSSES INCURRED                      |          | 11,148 | 17,687 | 36,942  | 0      | 58,778  | 75,371  |
| LOSS EXPENSES INCURRED               |          | 2,111  | 2,203  | 7,941   | 0      | 13,237  | 18,046  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 12,783 | 4,303  | 21,785  | 0      | 25,792  | 44,974  |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0       | 0      | 0       | 0       |
| NET UNDERWRITING GAIN                |          | 2,208  | -3,183 | 308     | 0      | -6,047  | -7,130  |
| NET INVESTMENT GAIN                  |          | 2,288  | 3,327  | 13,913  | 5,491  | 16,969  | 14,915  |
| OTHER INCOME                         |          | 0      | 372    | -104    | 0      | -81     | 48      |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0      | 968     | 0      | 1,133   | 1,462   |
| FEDERAL INCOME TAXES INCURRED        |          | 1,508  | 269    | 3,669   | 0      | 160     | 706     |
| NET INCOME                           |          | 2,988  | 246    | 9,478   | 5,491  | 9,546   | 5,663   |
| SURPLUS BEGINNING YEAR               |          | 10,573 | 16,576 | 61,143  | 10,192 | 42,440  | 74,758  |

NAIC NO: 19380 COMPANY: AMERICAN HOME ASSURANCE COMPANY  
21857 AMERICAN INSURANCE COMPANY THE  
15490 AMERICAN INTERINSURANCE EXCHANGENAIC NO: 24899 COMPANY: AMERICAN INDEPENDENT REINSURANCE  
10197 AMERICAN INTEGRITY INSURANCE COMPANY  
10200 AMERICAN LIVE STOCK INSURANCE COMPANY

|                                      | NAIC NO: | 19380     | 24899   | 21857     | 10197  | 15490 | 10200  |
|--------------------------------------|----------|-----------|---------|-----------|--------|-------|--------|
| ADMITTED ASSETS                      |          | 4,790,564 | 8,068   | 1,578,448 | 44,678 |       | 29,403 |
| LIABILITIES                          |          | 4,042,677 | 1,045   | 1,276,256 | 28,832 |       | 10,650 |
| SURPLUS                              |          | 747,886   | 7,023   | 302,191   | 16,646 |       | 18,752 |
| NET PREMIUMS WRITTEN                 |          | 0         | -637    | 522,498   | 49,153 |       | 13,602 |
| PREMIUMS EARNED                      |          | 1,850,353 | 235     | 555,678   | 46,006 |       | 14,038 |
| LOSSES INCURRED                      |          | 1,286,461 | -22,452 | 316,475   | 29,450 |       | 5,986  |
| LOSS EXPENSES INCURRED               |          | 259,921   | 672     | 103,562   | 1,228  |       | 59     |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 311,830   | 423     | 178,118   | 17,878 |       | 6,222  |
| OTHER DEDUCTIONS                     |          | 0         | 0       | 0         | 0      |       | 0      |
| NET UNDERWRITING GAIN                |          | -7,859    | 21,592  | -42,478   | -2,551 |       | 1,769  |
| NET INVESTMENT GAIN                  |          | 195,569   | -228    | 96,991    | 3,729  |       | 1,925  |
| OTHER INCOME                         |          | -1,426    | -967    | -806      | 137    |       | 0      |
| DIVIDENDS TO POLICYHOLDERS           |          | 4,705     | 0       | -304      | 0      |       | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 83,873    | 0       | 2,344     | 0      |       | 855    |
| NET INCOME                           |          | 97,703    | 20,396  | 51,666    | 1,316  |       | 2,840  |
| SURPLUS BEGINNING YEAR               |          | 624,408   | -13,362 | 265,718   | 15,077 |       | 17,049 |

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FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11215 COMPANY: AMERICAN LOYALTY INSURANCE COMPANY  
23469 AMERICAN MODERN HOME INSURANCE COMPANY  
19534 AMERICAN MUTUAL FIRE INSURANCE COMPANYNAIC NO: 30562 COMPANY: AMERICAN MANUFACTURERS MUTUAL INSURANCE  
22918 AMERICAN MOTORISTS INSURANCE COMPANY  
19550 AMERICAN MUTUAL INSURANCE COMPANY OF

|                                      | NAIC NO: | 11215  | 30562   | 23469   | 22918     | 19534  | 19550 |
|--------------------------------------|----------|--------|---------|---------|-----------|--------|-------|
| ADMITTED ASSETS                      |          | 45,866 | 432,240 | 110,138 | 1,089,115 | 94,027 |       |
| LIABILITIES                          |          | 32,527 | 313,351 | 78,087  | 731,126   | 63,992 |       |
| SURPLUS                              |          | 13,338 | 118,889 | 32,050  | 277,989   | 30,034 |       |
| NET PREMIUMS WRITTEN                 |          | 17,567 | 182,430 | 62,064  | 341,513   | 48,021 |       |
| PREMIUMS EARNED                      |          | 17,295 | 171,173 | 62,155  | 320,406   | 50,298 |       |
| LOSSES INCURRED                      |          | 10,725 | 104,986 | 24,527  | 196,190   | 30,293 |       |
| LOSS EXPENSES INCURRED               |          | 1,941  | 19,098  | 4,645   | 44,824    | 2,882  |       |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 5,526  | 46,791  | 28,123  | 84,915    | 14,687 |       |
| OTHER DEDUCTIONS                     |          | 0      | 0       | 0       | 0         | 0      |       |
| NET UNDERWRITING GAIN                |          | -897   | 296     | 4,858   | -5,524    | 2,435  |       |
| NET INVESTMENT GAIN                  |          | 3,146  | 46,697  | 4,846   | 48,891    | 5,069  |       |
| OTHER INCOME                         |          | -171   | 371     | 0       | 696       | -72    |       |
| DIVIDENDS TO POLICYHOLDERS           |          | 95     | 11,747  | 0       | 22,027    | 0      |       |
| FEDERAL INCOME TAXES INCURRED        |          | 974    | 15,847  | 3,367   | -4,632    | 1,927  |       |
| NET INCOME                           |          | 1,008  | 19,770  | 6,337   | 26,669    | 5,505  |       |
| SURPLUS BEGINNING YEAR               |          | 11,879 | 120,550 | 24,514  | 260,464   | 24,864 |       |

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39942 AMERICAN NATIONAL GENERAL INSURANCE  
19577 AMERICAN POLICYHOLDERS' INSURANCENAIC NO: 22136 COMPANY: AMERICAN NATIONAL FIRE INSURANCE  
28401 AMERICAN NATIONAL PROPERTY AND CASUALTY  
18910 AMERICAN PROTECTION INSURANCE COMPANY

|                                      | NAIC NO: | 19569 | 22136  | 39942  | 28401   | 19577   | 18910 |
|--------------------------------------|----------|-------|--------|--------|---------|---------|-------|
| ADMITTED ASSETS                      |          |       | 76,932 | 13,631 | 148,769 | 223,825 | 6,305 |
| LIABILITIES                          |          |       | 62,614 | 7,595  | 95,808  | 195,992 | 870   |
| SURPLUS                              |          |       | 14,317 | 6,036  | 52,961  | 27,832  | 5,435 |
| NET PREMIUMS WRITTEN                 |          |       | 29,778 | 8,035  | 99,846  | 182,509 | 0     |
| PREMIUMS EARNED                      |          |       | 30,966 | 7,555  | 95,719  | 140,689 | 0     |
| LOSSES INCURRED                      |          |       | 19,010 | 5,767  | 76,570  | 120,749 | 0     |
| LOSS EXPENSES INCURRED               |          |       | 3,759  | 980    | 10,915  | 17,600  | 0     |
| OTHER UNDERWRITING EXPENSES INCURRED |          |       | 9,555  | 1,708  | 20,291  | 49,866  | 0     |
| OTHER DEDUCTIONS                     |          |       | 0      | 0      | 0       | 1,034   | 0     |
| NET UNDERWRITING GAIN                |          |       | -1,359 | -900   | -12,058 | -48,561 | 0     |
| NET INVESTMENT GAIN                  |          |       | 11,130 | 990    | 8,902   | 6,536   | 500   |
| OTHER INCOME                         |          |       | -149   | -132   | -28     | 199     | 0     |
| DIVIDENDS TO POLICYHOLDERS           |          |       | 263    | 0      | 0       | 631     | 0     |
| FEDERAL INCOME TAXES INCURRED        |          |       | 3,372  | 2      | -865    | 0       | 105   |
| NET INCOME                           |          |       | 5,986  | -45    | -2,318  | -42,456 | 395   |
| SURPLUS BEGINNING YEAR               |          |       | 12,810 | 4,582  | 55,810  | 73,909  | 5,404 |

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NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10227 COMPANY: AMERICAN RE-INSURANCE COMPANY  
37680 AMERICAN RELIANCE CASUALTY COMPANY  
41300 AMERICAN RESOURCES INSURANCE COMPANY,NAIC NO: 19615 COMPANY: AMERICAN RELIABLE INSURANCE COMPANY  
13900 AMERICAN RELIANCE INSURANCE COMPANY  
19631 AMERICAN ROAD INSURANCE COMPANY THE

|                                      | NAIC NO: | 10227     | 19615  | 37680   | 13900  | 41300  | 19631     |
|--------------------------------------|----------|-----------|--------|---------|--------|--------|-----------|
| ADMITTED ASSETS                      |          | 3,131,645 | 30,533 | 108,316 | 94,950 | 27,177 | 1,696,107 |
| LIABILITIES                          |          | 2,578,309 | 19,890 | 83,796  | 56,481 | 21,675 | 1,355,258 |
| SURPLUS                              |          | 553,255   | 10,643 | 24,520  | 38,468 | 5,502  | 340,848   |
| NET PREMIUMS WRITTEN                 |          | 937,336   | 24,737 | 59,934  | 39,956 | 12,132 | 718,677   |
| PREMIUMS EARNED                      |          | 951,463   | 23,268 | 56,481  | 37,654 | 11,969 | 385,601   |
| LOSSES INCURRED                      |          | 659,654   | 12,284 | 31,923  | 21,282 | 5,409  | 273,376   |
| LOSS EXPENSES INCURRED               |          | 51,545    | 2,406  | 7,004   | 4,679  | 2,759  | 9,882     |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 250,689   | 8,383  | 20,518  | 13,707 | 3,248  | 88,903    |
| OTHER DEDUCTIONS                     |          | 0         | 0      | 0       | 0      | 0      | 0         |
| NET UNDERWRITING GAIN                |          | -10,427   | 193    | -2,966  | -2,015 | 552    | 13,439    |
| NET INVESTMENT GAIN                  |          | 203,358   | 1,592  | 5,612   | 4,113  | 1,619  | 92,682    |
| OTHER INCOME                         |          | -27,805   | 0      | -74     | -47    | -66    | 0         |
| DIVIDENDS TO POLICYHOLDERS           |          | 0         | 0      | 61      | 40     | 474    | 0         |
| FEDERAL INCOME TAXES INCURRED        |          | 67,763    | 0      | 603     | 468    | 321    | 51,458    |
| NET INCOME                           |          | 97,362    | 1,786  | 1,907   | 1,542  | 1,310  | 54,663    |
| SURPLUS BEGINNING YEAR               |          | 505,984   | 8,618  | 22,970  | 37,460 | 5,171  | 250,907   |

NAIC NO: 10219 COMPANY: AMERICAN ROYAL REINSURANCE COMPANY  
10235 AMERICAN SOUTHERN INSURANCE COMPANY  
19720 AMERICAN UNION REINSURANCE COMPANYNAIC NO: 42978 COMPANY: AMERICAN SECURITY INSURANCE COMPANY  
19704 AMERICAN STATES INSURANCE COMPANY  
19747 AMERICAN UNIVERSAL INSURANCE COMPANY

|                                      | NAIC NO: | 10219   | 42978   | 10235  | 19704     | 19720   | 19747   |
|--------------------------------------|----------|---------|---------|--------|-----------|---------|---------|
| ADMITTED ASSETS                      |          | 135,626 | 327,616 | 41,649 | 2,131,873 | 197,024 | 176,145 |
| LIABILITIES                          |          | 83,847  | 216,880 | 26,211 | 1,415,127 | 140,774 | 140,955 |
| SURPLUS                              |          | 51,778  | 110,736 | 15,437 | 716,746   | 56,249  | 35,190  |
| NET PREMIUMS WRITTEN                 |          | 51,776  | 182,896 | 34,910 | 941,650   | 70,098  | 80,588  |
| PREMIUMS EARNED                      |          | 49,888  | 147,304 | 34,501 | 897,863   | 69,069  | 83,670  |
| LOSSES INCURRED                      |          | 31,772  | 61,363  | 17,733 | 541,880   | 44,953  | 55,974  |
| LOSS EXPENSES INCURRED               |          | 598     | 5,134   | 3,615  | 82,747    | 3,590   | 19,658  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 16,418  | 87,936  | 10,807 | 294,332   | 25,521  | 24,660  |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0      | 0         | 0       | 0       |
| NET UNDERWRITING GAIN                |          | 1,099   | -7,129  | 2,344  | -21,897   | -4,996  | -16,622 |
| NET INVESTMENT GAIN                  |          | 7,583   | 19,299  | 2,902  | 195,734   | 8,638   | 7,530   |
| OTHER INCOME                         |          | -35     | 536     | 332    | 7,544     | 0       | -8,911  |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 0       | 0      | 665       | 0       | 78      |
| FEDERAL INCOME TAXES INCURRED        |          | 3,577   | 5,867   | 2,004  | 33,829    | -130    | -1,402  |
| NET INCOME                           |          | 5,070   | 6,839   | 3,574  | 146,886   | 3,773   | -16,679 |
| SURPLUS BEGINNING YEAR               |          | 42,754  | 96,381  | 12,039 | 622,131   | 50,000  | 28,081  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 40142 COMPANY: AMERICAN ZURICH INSURANCE COMPANY  
27928 AMEX ASSURANCE COMPANY  
16632 ARCHDALE MUTUAL INSURANCE COMPANYNAIC NO: 19488 COMPANY: AMERISURE INSURANCE COMPANY  
19976 AMICA MUTUAL INSURANCE COMPANY  
19801 ANGOHAUT INSURANCE COMPANY

|                                      | NAIC NO: | 40142  | 19488   | 27928   | 19976     | 16632 | 19801     |
|--------------------------------------|----------|--------|---------|---------|-----------|-------|-----------|
| ADMITTED ASSETS                      |          | 40,349 | 360,568 | 180,536 | 1,142,264 | 6,732 | 1,571,206 |
| LIABILITIES                          |          | 20,423 | 297,609 | 144,856 | 778,985   | 49    | 1,198,536 |
| SURPLUS                              |          | 19,926 | 62,958  | 35,679  | 363,279   | 6,682 | 372,669   |
| NET PREMIUMS WRITTEN                 |          | 9,410  | 157,940 | 59,603  | 595,356   | 977   | 267,345   |
| PREMIUMS EARNED                      |          | 9,176  | 152,704 | 60,704  | 568,695   | 977   | 280,543   |
| LOSSES INCURRED                      |          | 5,877  | 108,499 | 40,774  | 324,022   | 29    | 187,673   |
| LOSS EXPENSES INCURRED               |          | 1,323  | 14,212  | 1,053   | 60,355    | 0     | 48,354    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 2,621  | 47,720  | 16,240  | 114,417   | 222   | 56,770    |
| OTHER DEDUCTIONS                     |          | 0      | 0       | 0       | 0         | 0     | 0         |
| NET UNDERWRITING GAIN                |          | -647   | -17,727 | 2,636   | 69,900    | 725   | -12,254   |
| NET INVESTMENT GAIN                  |          | 2,171  | 23,521  | 11,206  | 74,801    | 190   | 126,196   |
| OTHER INCOME                         |          | -8     | 740     | 136     | 1,842     | 5     | 287       |
| DIVIDENDS TO POLICYHOLDERS           |          | 113    | 793     | 0       | 85,984    | 0     | 15,568    |
| FEDERAL INCOME TAXES INCURRED        |          | 117    | 4,518   | -730    | 29,635    | 57    | 17,709    |
| NET INCOME                           |          | 1,285  | 1,223   | 14,710  | 30,924    | 863   | 80,950    |
| SURPLUS BEGINNING YEAR               |          | 17,839 | 51,731  | 30,771  | 311,799   | 5,780 | 286,058   |

NAIC NO: 19828 COMPANY: ARGONAUT-MIDWEST INSURANCE COMPANY  
41459 ARMED FORCES INSURANCE EXCHANGE  
21296 ASSOCIATES INSURANCE COMPANYNAIC NO: 21490 COMPANY: ARKWRIGHT MUTUAL INSURANCE COMPANY  
21865 ASSOCIATED INDEMNITY CORPORATION  
19305 ASSURANCE COMPANY OF AMERICA

|                                      | NAIC NO: | 19828   | 21490     | 41459  | 21865   | 21296   | 19305  |
|--------------------------------------|----------|---------|-----------|--------|---------|---------|--------|
| ADMITTED ASSETS                      |          | 213,074 | 1,171,200 | 67,988 | 102,864 | 180,271 | 16,461 |
| LIABILITIES                          |          | 89,705  | 634,869   | 24,150 | 64,653  | 126,136 | 288    |
| SURPLUS                              |          | 123,368 | 536,330   | 43,838 | 38,210  | 54,135  | 16,172 |
| NET PREMIUMS WRITTEN                 |          | 19,179  | 478,107   | 9,593  | 26,644  | 109,670 | 0      |
| PREMIUMS EARNED                      |          | 20,125  | 478,657   | 9,170  | 28,207  | 93,799  | 0      |
| LOSSES INCURRED                      |          | 13,463  | 284,304   | 4,027  | 16,064  | 47,221  | 0      |
| LOSS EXPENSES INCURRED               |          | 3,468   | 18,370    | 1,289  | 5,256   | 3,032   | 0      |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 4,072   | 145,713   | 519    | 8,919   | 40,157  | 0      |
| OTHER DEDUCTIONS                     |          | 0       | 0         | 0      | 0       | 0       | 0      |
| NET UNDERWRITING GAIN                |          | -879    | 30,269    | 3,332  | -2,033  | 3,387   | 0      |
| NET INVESTMENT GAIN                  |          | 26,953  | 60,632    | 4,612  | 7,004   | 12,365  | 1,226  |
| OTHER INCOME                         |          | -3      | 604       | -589   | -40     | -49     | 0      |
| DIVIDENDS TO POLICYHOLDERS           |          | 1,116   | 47,362    | 4,414  | -15     | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 7,650   | 18,185    | 305    | 798     | 4,510   | 93     |
| NET INCOME                           |          | 17,303  | 25,959    | 2,636  | 4,146   | 11,192  | 1,132  |
| SURPLUS BEGINNING YEAR               |          | 117,395 | 490,870   | 33,824 | 41,293  | 44,081  | 15,001 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 41769 COMPANY: ATHENA ASSURANCE COMPANY  
20931 ATLANTA INTERNATIONAL INSURANCE COMPANY  
19895 ATLANTIC MUTUAL INSURANCE COMPANY

NAIC NO: 21792 COMPANY: ATLANTA CASUALTY COMPANY  
10340 ATLANTIC CASUALTY & FIRE INSURANCE  
10333 ATLAS ASSURANCE COMPANY OF AMERICA

|                                      | NAIC NO: | 41769  | 21792   | 20931  | 10340  | 19895   | 10333   |
|--------------------------------------|----------|--------|---------|--------|--------|---------|---------|
| ADMITTED ASSETS                      |          | 47,411 | 146,325 | 72,911 | 15,845 | 954,509 | 125,550 |
| LIABILITIES                          |          | 31,772 | 101,158 | 68,184 | 4,462  | 695,711 | 83,325  |
| SURPLUS                              |          | 15,638 | 45,167  | 4,726  | 11,382 | 256,798 | 42,225  |
| NET PREMIUMS WRITTEN                 |          | 12,544 | 131,902 | 210    | 3,808  | 438,720 | 51,380  |
| PREMIUMS EARNED                      |          | 12,628 | 127,232 | 262    | 3,553  | 415,073 | 46,088  |
| LOSSES INCURRED                      |          | 7,129  | 96,516  | 1,724  | 1,425  | 217,531 | 26,817  |
| LOSS EXPENSES INCURRED               |          | 2,233  | 10,182  | 2,058  | 176    | 50,837  | 6,206   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 3,711  | 20,947  | 1,517  | 1,647  | 155,326 | 16,460  |
| OTHER DEDUCTIONS                     |          | 0      | 0       | 0      | 0      | 0       | 0       |
| NET UNDERWRITING GAIN                |          | -446   | -8,414  | -5,037 | 303    | -8,620  | -3,395  |
| NET INVESTMENT GAIN                  |          | 3,939  | 8,887   | 3,389  | 687    | 50,256  | 6,948   |
| OTHER INCOME                         |          | 0      | -81     | -861   | 6      | -521    | -60     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0       | 0      | 0      | 16,462  | 0       |
| FEDERAL INCOME TAXES INCURRED        |          | 0      | 1,165   | -1,105 | 0      | 10,010  | 2,925   |
| NET INCOME                           |          | 3,493  | -773    | -1,403 | 996    | 14,641  | 567     |
| SURPLUS BEGINNING YEAR               |          | 12,092 | 35,276  | 2,999  | 10,006 | 233,386 | 41,927  |

NAIC NO: 13390 COMPANY: ATLAS INSURANCE COMPANY  
19941 AUTOMOBILE CLUB INSURANCE COMPANY  
10367 AVENCO INSURANCE COMPANY

NAIC NO: 18988 COMPANY: AUTO-OWNERS INSURANCE COMPANY  
19062 AUTOMOBILE INSURANCE COMPANY OF  
24813 BALBOA INSURANCE COMPANY

|                                      | NAIC NO: | 13390 | 18988     | 19941  | 19062   | 10367   | 24813   |
|--------------------------------------|----------|-------|-----------|--------|---------|---------|---------|
| ADMITTED ASSETS                      |          | 6,932 | 1,963,187 | 69,404 | 228,681 | 151,721 | 264,866 |
| LIABILITIES                          |          | 4,140 | 1,322,192 | 47,991 | 186,455 | 73,181  | 168,408 |
| SURPLUS                              |          | 2,792 | 640,994   | 21,412 | 42,226  | 78,539  | 96,457  |
| NET PREMIUMS WRITTEN                 |          | 3,476 | 1,016,087 | 51,741 | 101,664 | 73,909  | 108,761 |
| PREMIUMS EARNED                      |          | 3,624 | 1,008,227 | 51,444 | 101,091 | 83,787  | 91,352  |
| LOSSES INCURRED                      |          | 2,040 | 651,194   | 34,056 | 65,151  | 33,503  | 37,833  |
| LOSS EXPENSES INCURRED               |          | 326   | 72,535    | 6,970  | 15,840  | 6,242   | 7,799   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 1,713 | 264,625   | 13,292 | 28,860  | 22,111  | 57,323  |
| OTHER DEDUCTIONS                     |          | 0     | 0         | 0      | 0       | 2       | 42,427  |
| NET UNDERWRITING GAIN                |          | -456  | 19,872    | -2,875 | -8,760  | 21,847  | -54,030 |
| NET INVESTMENT GAIN                  |          | 312   | 115,890   | 3,964  | 13,313  | 7,598   | 40,245  |
| OTHER INCOME                         |          | 45    | 5,389     | -151   | -339    | -278    | -2,254  |
| DIVIDENDS TO POLICYHOLDERS           |          | 0     | 0         | 0      | 1,259   | 0       | 0       |
| FEDERAL INCOME TAXES INCURRED        |          | -40   | 41,042    | 12     | 184     | 7,859   | -6,316  |
| NET INCOME                           |          | -58   | 100,110   | 925    | 2,768   | 21,307  | -9,723  |
| SURPLUS BEGINNING YEAR               |          | 2,870 | 526,750   | 20,906 | 39,668  | 57,333  | 108,925 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 29742 COMPANY: BANKERS AND SHIPPERS INSURANCE  
18279 BANKERS STANDARD INSURANCE COMPANY  
19763 BAY STATE INSURANCE COMPANYNAIC NO: 23132 COMPANY: BANKERS MULTIPLE LINE INSURANCE COMPANY  
16578 BAUSCH & LOMB INSURANCE COMPANY  
38245 BCS INSURANCE COMPANY

|                                      | NAIC NO: | 29742  | 23132  | 18279   | 16578 | 19763  | 38245  |
|--------------------------------------|----------|--------|--------|---------|-------|--------|--------|
| ADMITTED ASSETS                      |          | 29,312 | 63,904 | 103,499 | 6,308 | 76,881 | 43,220 |
| LIABILITIES                          |          | 16,105 | 44,750 | 78,143  | 2,671 | 29,491 | 17,701 |
| SURPLUS                              |          | 13,207 | 19,154 | 25,356  | 3,637 | 47,390 | 25,518 |
| NET PREMIUMS WRITTEN                 |          | 18,045 | 23,673 | 38,264  | 4,437 | 25,702 | 19,398 |
| PREMIUMS EARNED                      |          | 11,764 | 24,315 | 38,533  | 4,202 | 24,840 | 18,814 |
| LOSSES INCURRED                      |          | 7,395  | 10,684 | 24,539  | 1,979 | 11,747 | 16,467 |
| LOSS EXPENSES INCURRED               |          | 1,856  | 478    | 5,250   | 1,081 | 2,090  | 1,597  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 8,209  | 8,405  | 11,433  | 970   | 10,033 | 5,852  |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0       | 0     | 0      | 0      |
| NET UNDERWRITING GAIN                |          | -5,697 | 4,746  | -2,689  | 170   | 968    | -5,013 |
| NET INVESTMENT GAIN                  |          | 1,266  | 5,187  | 5,504   | 435   | 8,309  | 2,415  |
| OTHER INCOME                         |          | 129    | 383    | -5      | 0     | 50     | 2      |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0      | 756     | 0     | 0      | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | -660   | 2,843  | 862     | 206   | 2,656  | -1,236 |
| NET INCOME                           |          | -3,641 | 7,473  | 1,189   | 400   | 6,680  | -1,360 |
| SURPLUS BEGINNING YEAR               |          | 10,202 | 25,008 | 23,302  | 3,614 | 41,774 | 26,205 |

NAIC NO: 16640 COMPANY: BELK STORES INSURANCE RECIPROCAL  
20095 BITUMINOUS CASUALTY CORPORATION  
24503 BLUE RIDGE INSURANCE COMPANYNAIC NO: 19402 COMPANY: BIRMINGHAM FIRE INSURANCE COMPANY OF  
20109 BITUMINOUS FIRE AND MARINE INSURANCE  
20761 BOSTON OLD COLONY INSURANCE COMPANY

|                                      | NAIC NO: | 16640  | 19402   | 20095   | 20109  | 24503  | 20761   |
|--------------------------------------|----------|--------|---------|---------|--------|--------|---------|
| ADMITTED ASSETS                      |          | 12,986 | 650,568 | 279,381 | 74,449 | 11,993 | 120,454 |
| LIABILITIES                          |          | 50     | 547,507 | 213,787 | 51,866 | 1,016  | 97,217  |
| SURPLUS                              |          | 12,935 | 103,060 | 65,594  | 22,583 | 10,976 | 23,236  |
| NET PREMIUMS WRITTEN                 |          | 871    | 267,173 | 104,319 | 29,188 | 0      | 52,703  |
| PREMIUMS EARNED                      |          | 871    | 253,245 | 107,783 | 27,226 | 0      | 51,887  |
| LOSSES INCURRED                      |          | 24     | 177,331 | 67,043  | 15,170 | 0      | 32,177  |
| LOSS EXPENSES INCURRED               |          | 0      | 36,006  | 17,696  | 2,905  | 0      | 5,823   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 200    | 41,596  | 34,994  | 9,535  | -859   | 16,578  |
| OTHER DEDUCTIONS                     |          | 0      | 0       | 0       | 0      | 0      | 0       |
| NET UNDERWRITING GAIN                |          | 645    | -1,688  | -11,952 | -384   | 859    | -2,691  |
| NET INVESTMENT GAIN                  |          | 657    | 25,184  | 18,353  | 5,003  | 755    | 6,184   |
| OTHER INCOME                         |          | 8      | -108    | 145     | 0      | 0      | -513    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 653     | 282     | 70     | 0      | 285     |
| FEDERAL INCOME TAXES INCURRED        |          | 106    | 9,254   | 17      | 1,447  | 0      | 65      |
| NET INCOME                           |          | 1,205  | 13,478  | 6,246   | 3,101  | 1,615  | 2,629   |
| SURPLUS BEGINNING YEAR               |          | 11,793 | 84,382  | 61,388  | 20,615 | 10,036 | 19,632  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 13528 COMPANY: BROTHERHOOD MUTUAL INSURANCE COMPANY  
22284 CALIFORNIA COMPENSATION & FIRE  
19771 CAMBRIDGE MUTUAL FIRE INSURANCE COMPANYNAIC NO: 20788 COMPANY: BUCKEYE UNION INSURANCE COMPANY THE  
20524 CALVERT INSURANCE COMPANY  
21946 CAMDEN FIRE INSURANCE ASSOCIATION THE

|                                      | NAIC NO: | 13528  | 20788     | 22284  | 20524  | 19771   | 21946   |
|--------------------------------------|----------|--------|-----------|--------|--------|---------|---------|
| ADMITTED ASSETS                      |          | 32,828 | 1,746,337 | 83,093 | 32,490 | 152,628 | 604,287 |
| LIABILITIES                          |          | 21,624 | 1,363,654 | 65,773 | 20,904 | 72,389  | 300,731 |
| SURPLUS                              |          | 11,204 | 382,682   | 17,320 | 11,586 | 80,239  | 303,556 |
| NET PREMIUMS WRITTEN                 |          | 24,467 | 737,854   | 26,790 | 9,639  | 59,972  | 179,222 |
| PREMIUMS EARNED                      |          | 24,130 | 726,428   | 26,887 | 9,524  | 57,960  | 173,809 |
| LOSSES INCURRED                      |          | 11,873 | 450,487   | 17,817 | 6,052  | 27,411  | 109,679 |
| LOSS EXPENSES INCURRED               |          | 1,933  | 81,527    | 4,960  | 697    | 4,862   | 19,424  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 8,627  | 232,093   | 7,160  | 2,931  | 23,375  | 55,990  |
| OTHER DEDUCTIONS                     |          | 0      | 0         | 0      | 0      | 0       | 0       |
| NET UNDERWRITING GAIN                |          | 1,696  | -37,679   | -3,051 | -156   | 2,311   | -11,285 |
| NET INVESTMENT GAIN                  |          | 1,772  | 131,928   | 6,207  | 1,560  | 17,960  | 75,701  |
| OTHER INCOME                         |          | -32    | -6,319    | -75    | 0      | 136     | -173    |
| DIVIDENDS TO POLICYHOLDERS           |          | 230    | 3,991     | 1,048  | 0      | 0       | 427     |
| FEDERAL INCOME TAXES INCURRED        |          | 721    | 1,692     | 500    | 686    | 5,780   | 16,285  |
| NET INCOME                           |          | 2,484  | 82,246    | 1,532  | 716    | 14,627  | 47,530  |
| SURPLUS BEGINNING YEAR               |          | 9,247  | 285,943   | 16,794 | 11,055 | 76,779  | 301,826 |

NAIC NO: 10464 COMPANY: CANAL INSURANCE COMPANY  
20133 CAPITAL ENTERPRISE INSURANCE COMPANY  
21237 CASUALTY RECIPROCAL EXCHANGENAIC NO: 26069 COMPANY: CANNERS EXCHANGE SUBSCRIBERS AT WARNER  
10510 CAROLINA CASUALTY INSURANCE COMPANY  
24937 CATAWBA INSURANCE COMPANY

|                                      | NAIC NO: | 10464   | 26069                                                | 20133  | 10510   | 21237   | 24937 |
|--------------------------------------|----------|---------|------------------------------------------------------|--------|---------|---------|-------|
| ADMITTED ASSETS                      |          | 216,026 |                                                      | 48,948 | 117,876 | 135,876 | 7,893 |
| LIABILITIES                          |          | 167,420 |                                                      | 26,380 | 78,236  | 117,842 | 3,149 |
| SURPLUS                              |          | 48,606  |                                                      | 22,567 | 39,640  | 18,034  | 4,744 |
| NET PREMIUMS WRITTEN                 |          | 109,136 | License Cancelled<br>Data Unavailable<br>at Printing | 25,493 | 74,400  | 62,231  | 2,487 |
| PREMIUMS EARNED                      |          | 110,155 |                                                      | 22,890 | 73,138  | 60,608  | 2,550 |
| LOSSES INCURRED                      |          | 56,958  |                                                      | 16,914 | 44,034  | 35,067  | 1,527 |
| LOSS EXPENSES INCURRED               |          | 17,974  |                                                      | 2,511  | 7,315   | 8,275   | 207   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 34,695  |                                                      | 6,171  | 19,797  | 19,949  | 856   |
| OTHER DEDUCTIONS                     |          | 0       |                                                      | 0      | 0       | 0       | 0     |
| NET UNDERWRITING GAIN                |          | 526     |                                                      | -2,699 | 1,991   | -2,683  | -40   |
| NET INVESTMENT GAIN                  |          | 13,879  |                                                      | 3,563  | 7,838   | 7,449   | 552   |
| OTHER INCOME                         |          | 0       |                                                      | 178    | 10      | -103    | 0     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       |                                                      | 0      | 0       | 4,232   | 0     |
| FEDERAL INCOME TAXES INCURRED        |          | 6,792   |                                                      | -772   | 3,525   | 0       | 225   |
| NET INCOME                           |          | 7,613   |                                                      | 1,815  | 6,313   | 429     | 285   |
| SURPLUS BEGINNING YEAR               |          | 37,342  |                                                      | 21,907 | 36,672  | 19,009  | 4,598 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 30015 COMPANY: CENTAUR INSURANCE COMPANY  
20230 CENTRAL MUTUAL INSURANCE COMPANY  
34274 CENTRAL STATES INDEMNITY CO OF OMAHANAIC NO: 19909 COMPANY: CENTENNIAL INSURANCE COMPANY  
20249 CENTRAL NATIONAL INSURANCE COMPANY OF  
20710 CENTURY INDEMNITY COMPANY

|                                      | NAIC NO: | 30015 | 19909   | 20230   | 20249   | 34274  | 20710  |
|--------------------------------------|----------|-------|---------|---------|---------|--------|--------|
| ADMITTED ASSETS                      |          |       | 302,979 | 221,725 | 198,307 | 36,287 | 63,892 |
| LIABILITIES                          |          |       | 235,866 | 163,594 | 149,259 | 20,376 | 51,910 |
| SURPLUS                              |          |       | 67,112  | 58,131  | 49,048  | 15,911 | 11,982 |
| NET PREMIUMS WRITTEN                 |          |       | 146,240 | 106,382 | 114,116 | 46,181 | 0      |
| PREMIUMS EARNED                      |          |       | 138,357 | 104,893 | 123,117 | 46,188 | 21,467 |
| LOSSES INCURRED                      |          |       | 72,510  | 60,090  | 61,713  | 10,417 | 13,633 |
| LOSS EXPENSES INCURRED               |          |       | 16,945  | 16,680  | 6,231   | 623    | 2,917  |
| OTHER UNDERWRITING EXPENSES INCURRED |          |       | 51,918  | 37,708  | 69,785  | 29,907 | 6,351  |
| OTHER DEDUCTIONS                     |          |       | 0       | 0       | 0       | 0      | 0      |
| NET UNDERWRITING GAIN                |          |       | -3,016  | -9,586  | -14,612 | 5,239  | -1,494 |
| NET INVESTMENT GAIN                  |          |       | 17,930  | 14,694  | 6,003   | 1,704  | 3,862  |
| OTHER INCOME                         |          |       | -19     | 47      | -6,988  | 0      | 0      |
| DIVIDENDS TO POLICYHOLDERS           |          |       | 5,487   | 460     | 0       | 0      | 420    |
| FEDERAL INCOME TAXES INCURRED        |          |       | 3,739   | -256    | 0       | 2,127  | 893    |
| NET INCOME                           |          |       | 5,666   | 4,862   | -15,597 | 4,817  | 1,054  |
| SURPLUS BEGINNING YEAR               |          |       | 60,562  | 53,334  | 35,118  | 11,239 | 10,924 |

License Suspended  
by Order  
Data Unavailable  
at PrintingNAIC NO: 25615 COMPANY: CHARTER OAK FIRE INSURANCE COMPANY THE  
22810 CHICAGO INSURANCE COMPANY  
10499 CHRYSLER INSURANCE COMPANYNAIC NO: 10642 COMPANY: CHEROKEE INSURANCE COMPANY  
10650 CHRISTIANIA GENERAL INSURANCE  
10669 CHURCH INSURANCE COMPANY THE

|                                      | NAIC NO: | 25615   | 10642   | 22810  | 10650   | 10499   | 10669  |
|--------------------------------------|----------|---------|---------|--------|---------|---------|--------|
| ADMITTED ASSETS                      |          | 515,962 | 13,394  | 87,450 | 185,564 | 186,910 | 44,506 |
| LIABILITIES                          |          | 427,075 | 66,035  | 66,830 | 110,187 | 101,627 | 24,646 |
| SURPLUS                              |          | 88,886  | -52,641 | 20,620 | 75,377  | 85,282  | 19,859 |
| NET PREMIUMS WRITTEN                 |          | 214,880 | 0       | 15,298 | 84,270  | 90,927  | 16,096 |
| PREMIUMS EARNED                      |          | 227,088 | 3       | 17,325 | 82,068  | 76,401  | 15,825 |
| LOSSES INCURRED                      |          | 146,424 | -4,007  | 1,104  | 48,931  | 48,724  | 7,748  |
| LOSS EXPENSES INCURRED               |          | 26,618  | 1,946   | 11,316 | 3,139   | 4,898   | 2,377  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 63,552  | 108     | 5,939  | 30,367  | 9,009   | 5,276  |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0      | 0       | 0       | 230    |
| NET UNDERWRITING GAIN                |          | -9,507  | 1,956   | -1,035 | -369    | 13,768  | 193    |
| NET INVESTMENT GAIN                  |          | 25,781  | 273     | 5,728  | 11,667  | 8,747   | 1,590  |
| OTHER INCOME                         |          | -114    | 378     | -28    | -126    | 426     | 0      |
| DIVIDENDS TO POLICYHOLDERS           |          | 2,365   | 0       | 0      | 0       | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 2,040   | 0       | 890    | 4,005   | 8,027   | 0      |
| NET INCOME                           |          | 11,752  | 2,608   | 3,774  | 7,167   | 14,915  | 1,784  |
| SURPLUS BEGINNING YEAR               |          | 80,860  | -53,385 | 16,773 | 64,515  | 70,483  | 17,304 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 18767 COMPANY: CHURCH MUTUAL INSURANCE COMPANY  
22667 CIGNA INSURANCE COMPANY  
22705 CIGNA REINSURANCE COMPANYNAIC NO: 20702 COMPANY: CIGNA FIRE UNDERWRITERS INSURANCE  
20699 CIGNA PROPERTY AND CASUALTY INSURANCE  
22004 CIM INSURANCE CORPORATION

|                                      | NAIC NO: | 18767   | 20702  | 22667   | 20699     | 22705   | 22004  |
|--------------------------------------|----------|---------|--------|---------|-----------|---------|--------|
| ADMITTED ASSETS                      |          | 169,801 | 53,642 | 767,129 | 6,078,129 | 914,251 | 39,949 |
| LIABILITIES                          |          | 125,889 | 29,278 | 620,960 | 5,363,494 | 726,323 | 25,875 |
| SURPLUS                              |          | 43,912  | 24,363 | 146,169 | 714,634   | 187,927 | 14,074 |
| NET PREMIUMS WRITTEN                 |          | 98,486  | 12,754 | 242,340 | 1,457,166 | 282,498 | 10,974 |
| PREMIUMS EARNED                      |          | 91,751  | 12,844 | 244,048 | 1,528,514 | 294,851 | 10,637 |
| LOSSES INCURRED                      |          | 53,616  | 8,179  | 155,417 | 973,402   | 195,191 | 7,634  |
| LOSS EXPENSES INCURRED               |          | 10,594  | 1,750  | 33,254  | 208,280   | 12,122  | 899    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 22,026  | 3,811  | 72,412  | 463,193   | 83,910  | 2,065  |
| OTHER DEDUCTIONS                     |          | 0       | 0      | 0       | 0         | 0       | 0      |
| NET UNDERWRITING GAIN                |          | 5,514   | -896   | -17,036 | -116,362  | 2,826   | 37     |
| NET INVESTMENT GAIN                  |          | 8,397   | 3,717  | 29,044  | 435,267   | 55,368  | 2,094  |
| OTHER INCOME                         |          | -74     | 0      | -2      | -160,274  | 0       | 5      |
| DIVIDENDS TO POLICYHOLDERS           |          | 426     | 252    | 4,793   | 30,022    | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 5,125   | 919    | 4,101   | 4,951     | -4,657  | -1,000 |
| NET INCOME                           |          | 8,285   | 1,649  | 3,111   | 123,655   | 62,851  | 3,138  |
| SURPLUS BEGINNING YEAR               |          | 36,526  | 23,522 | 141,145 | 594,657   | 163,437 | 12,680 |

NAIC NO: 20400 COMPANY: CIMARRON INSURANCE COMPANY INC  
10677 CINCINNATI INSURANCE COMPANY THE  
10693 CIVIL SERVICE EMPLOYEES INSURANCENAIC NO: 20665 COMPANY: CINCINNATI CASUALTY COMPANY, THE  
22500 CITY INSURANCE COMPANY  
20532 CLARENDON NATIONAL INSURANCE COMPANY

|                                      | NAIC NO: | 20400  | 20665  | 10677     | 22500  | 10693  | 20532   |
|--------------------------------------|----------|--------|--------|-----------|--------|--------|---------|
| ADMITTED ASSETS                      |          | 24,336 | 73,156 | 1,368,216 | 65,839 | 86,912 | 437,988 |
| LIABILITIES                          |          | 19,577 | 47,636 | 945,695   | 39,652 | 53,952 | 273,165 |
| SURPLUS                              |          | 4,759  | 25,520 | 422,521   | 26,186 | 32,959 | 164,822 |
| NET PREMIUMS WRITTEN                 |          | 27,394 | 34,139 | 684,713   | 18,255 | 56,801 | 149,333 |
| PREMIUMS EARNED                      |          | 24,637 | 34,754 | 678,392   | 19,485 | 55,741 | 178,348 |
| LOSSES INCURRED                      |          | 10,616 | 23,674 | 369,188   | 12,243 | 36,047 | 112,875 |
| LOSS EXPENSES INCURRED               |          | 2,256  | 2,153  | 70,120    | 2,711  | 8,110  | 17,047  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 12,104 | 6,087  | 214,379   | 5,005  | 14,078 | 32,772  |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0         | 0      | 0      | 2,780   |
| NET UNDERWRITING GAIN                |          | -340   | 2,840  | 24,703    | -1,475 | -2,495 | 12,872  |
| NET INVESTMENT GAIN                  |          | 2,561  | 5,475  | 85,342    | 4,954  | 4,875  | 37,872  |
| OTHER INCOME                         |          | 58     | 131    | 3,658     | -116   | -163   | 44      |
| DIVIDENDS TO POLICYHOLDERS           |          | 181    | 1      | 6,434     | 26     | 0      | 0       |
| FEDERAL INCOME TAXES INCURRED        |          | 34     | 1,681  | 22,760    | 4      | 203    | 16,111  |
| NET INCOME                           |          | 2,063  | 6,764  | 84,509    | 3,330  | 2,013  | 34,677  |
| SURPLUS BEGINNING YEAR               |          | 4,295  | 17,546 | 346,623   | 27,587 | 30,484 | 166,649 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

|                                                                |                                                                 |
|----------------------------------------------------------------|-----------------------------------------------------------------|
| NAIC NO: 33197 COMPANY: COLOGNE REINSURANCE COMPANY OF AMERICA | NAIC NO: 33022 COMPANY: COLONIA INSURANCE COMPANY (U.S. BRANCH) |
| 10723 COLONIAL INSURANCE COMPANY OF                            | 20796 COLONIAL PENN FRANKLIN INSURANCE                          |
| 34789 COLONIAL PENN INSURANCE COMPANY                          | 27812 COLUMBIA INSURANCE COMPANY                                |

|                                      | NAIC NO: | 33197  | 33022  | 10723  | 20796   | 34789   | 27812     |
|--------------------------------------|----------|--------|--------|--------|---------|---------|-----------|
| ADMITTED ASSETS                      |          | 83,866 | 89,538 | 59,668 | 149,605 | 920,746 | 1,126,544 |
| LIABILITIES                          |          | 28,155 | 63,472 | 45,527 | 108,340 | 669,677 | 383,605   |
| SURPLUS                              |          | 55,710 | 26,065 | 14,140 | 41,264  | 251,069 | 742,939   |
| NET PREMIUMS WRITTEN                 |          | 16,780 | 32,485 | 21,846 | 118,294 | 451,943 | 86,097    |
| PREMIUMS EARNED                      |          | 15,357 | 30,624 | 21,575 | 111,735 | 452,940 | 100,469   |
| LOSSES INCURRED                      |          | 9,492  | 14,518 | 14,409 | 80,739  | 357,610 | 127,413   |
| LOSS EXPENSES INCURRED               |          | 2,011  | 4,677  | 2,286  | 13,300  | 63,878  | 3,021     |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 5,416  | 11,418 | 5,621  | 25,914  | 115,363 | 7,129     |
| OTHER DEDUCTIONS                     |          | 0      | 0      | -51    | 0       | -14,751 | 0         |
| NET UNDERWRITING GAIN                |          | -1,562 | 10     | -690   | -8,219  | -69,160 | -37,094   |
| NET INVESTMENT GAIN                  |          | 5,270  | 4,975  | 3,574  | 10,749  | 163,194 | 61,641    |
| OTHER INCOME                         |          | -50    | 0      | -54    | -197    | -25,319 | -830      |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0      | 286    | 0       | 0       | 0         |
| FEDERAL INCOME TAXES INCURRED        |          | 1,543  | 210    | 403    | 1,114   | -2,714  | 6,844     |
| NET INCOME                           |          | 2,113  | 4,775  | 2,140  | 1,219   | 71,428  | 16,872    |
| SURPLUS BEGINNING YEAR               |          | 28,892 | 21,754 | 11,977 | 40,240  | 240,031 | 676,368   |

|                                                            |                                                                 |
|------------------------------------------------------------|-----------------------------------------------------------------|
| NAIC NO: 40371 COMPANY: COLUMBIA MUTUAL CASUALTY INSURANCE | NAIC NO: 19410 COMPANY: COMMERCE AND INDUSTRY INSURANCE COMPANY |
| 20818 COMMERCIAL INSURANCE COMPANY OF NEWARK               | 18732 COMMERCIAL LOAN INSURANCE CORPORATION                     |
| 18716 COMMERCIAL MORTGAGE INSURANCE INC                    | 20621 COMMERCIAL UNION INSURANCE COMPANY                        |

|                                      | NAIC NO: | 40371  | 19410     | 20818   | 18732  | 18716  | 20621     |
|--------------------------------------|----------|--------|-----------|---------|--------|--------|-----------|
| ADMITTED ASSETS                      |          | 14,026 | 1,305,539 | 334,771 | 34,604 | 11,668 | 1,194,616 |
| LIABILITIES                          |          | 7,931  | 1,093,265 | 261,312 | 13,290 | 1,602  | 930,735   |
| SURPLUS                              |          | 6,094  | 212,274   | 73,458  | 21,514 | 10,066 | 263,881   |
| NET PREMIUMS WRITTEN                 |          | 11,032 | 534,347   | 140,543 | 926    | 50     | 649,961   |
| PREMIUMS EARNED                      |          | 9,536  | 506,491   | 138,367 | 1,167  | 118    | 625,335   |
| LOSSES INCURRED                      |          | 5,463  | 354,663   | 85,807  | 1,939  | -137   | 400,387   |
| LOSS EXPENSES INCURRED               |          | 774    | 72,013    | 15,529  | 406    | 11     | 80,101    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 3,569  | 83,192    | 44,208  | 64     | 25     | 194,331   |
| OTHER DEDUCTIONS                     |          | 0      | 0         | 0       | -1,353 | 59     | 0         |
| NET UNDERWRITING GAIN                |          | -270   | -3,377    | -7,177  | 110    | 160    | -49,484   |
| NET INVESTMENT GAIN                  |          | 459    | 44,247    | 11,961  | 2,273  | 835    | 59,827    |
| OTHER INCOME                         |          | 101    | -230      | -1,368  | -875   | 393    | -627      |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 1,307     | 760     | 0      | 0      | 1,459     |
| FEDERAL INCOME TAXES INCURRED        |          | 278    | 16,814    | 209     | 365    | 335    | 23        |
| NET INCOME                           |          | 11     | 22,516    | 2,445   | 1,143  | 1,053  | 8,232     |
| SURPLUS BEGINNING YEAR               |          | 5,547  | 162,489   | 63,775  | 24,265 | 8,931  | 258,778   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 33790 COMPANY: COMMONWEALTH MORTGAGE ASSURANCE COMPANY  
43575 CONNECTICUT GENERAL FIRE AND CASUALTY  
24945 CONSOLIDATED AMERICAN INSURANCE COMPANYNAIC NO: 21989 COMPANY: COMPASS INSURANCE COMPANY  
24872 CONNECTICUT INDEMNITY COMPANY THE  
20443 CONTINENTAL CASUALTY COMPANY

|                                      | NAIC NO: | 33790   | 21989  | 43575  | 24872  | 24945  | 20443      |
|--------------------------------------|----------|---------|--------|--------|--------|--------|------------|
| ADMITTED ASSETS                      |          | 153,462 | 32,961 | 11,792 | 85,366 | 52,447 | 11,902,276 |
| LIABILITIES                          |          | 91,374  | 25,369 | 5,265  | 69,645 | 33,727 | 9,214,932  |
| SURPLUS                              |          | 62,088  | 7,592  | 6,527  | 15,721 | 18,719 | 2,687,344  |
| NET PREMIUMS WRITTEN                 |          | 35,769  | 1,194  | 5,277  | 45,292 | 24,510 | 3,786,811  |
| PREMIUMS EARNED                      |          | 36,998  | -649   | 5,277  | 46,687 | 25,584 | 3,622,115  |
| LOSSES INCURRED                      |          | 32,916  | -3,885 | 5,739  | 29,000 | 12,844 | 2,608,724  |
| LOSS EXPENSES INCURRED               |          | 3,238   | 204    | 500    | 7,124  | 3,203  | 378,510    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 15,090  | 974    | 772    | 12,252 | 8,422  | 900,854    |
| OTHER DEDUCTIONS                     |          | 0       | 0      | 0      | 0      | 380    | 0          |
| NET UNDERWRITING GAIN                |          | -14,246 | 2,056  | -1,734 | -1,690 | 733    | -265,973   |
| NET INVESTMENT GAIN                  |          | 13,175  | 1,036  | 710    | 7,937  | 2,579  | 870,119    |
| OTHER INCOME                         |          | 0       | -5,278 | 0      | -946   | 1      | -4,452     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 0      | 0      | 1,426  | 114    | 111,095    |
| FEDERAL INCOME TAXES INCURRED        |          | -134    | 0      | -340   | 537    | 391    | -481       |
| NET INCOME                           |          | -936    | -2,185 | -683   | 3,338  | 2,809  | 489,079    |
| SURPLUS BEGINNING YEAR               |          | 57,801  | 3,564  | 7,216  | 9,815  | 13,840 | 1,903,259  |

NAIC NO: 35289 COMPANY: CONTINENTAL INSURANCE COMPANY THE  
37206 CONTRACTOR'S BONDING AND INSURANCE  
12912 CREDIT GENERAL INSURANCE COMPANYNAIC NO: 20923 COMPANY: CONTINENTAL REINSURANCE CORPORATION  
31488 COVENANT INSURANCE COMPANY  
41491 CRITERION CASUALTY COMPANY

|                                      | NAIC NO: | 35289     | 20923   | 37206  | 31488   | 12912  | 41491  |
|--------------------------------------|----------|-----------|---------|--------|---------|--------|--------|
| ADMITTED ASSETS                      |          | 2,136,912 | 500,355 | 18,982 | 182,716 | 17,632 | 11,528 |
| LIABILITIES                          |          | 1,716,373 | 396,549 | 13,259 | 145,048 | 14,646 | 3,007  |
| SURPLUS                              |          | 420,539   | 103,805 | 5,722  | 37,667  | 2,986  | 7,720  |
| NET PREMIUMS WRITTEN                 |          | 878,398   | 248,040 | 8,327  | 93,096  | 9,187  | 2,969  |
| PREMIUMS EARNED                      |          | 864,796   | 240,507 | 6,881  | 86,694  | 8,672  | 2,841  |
| LOSSES INCURRED                      |          | 536,294   | 193,845 | 1,399  | 57,321  | 5,252  | 1,566  |
| LOSS EXPENSES INCURRED               |          | 97,056    | 0       | 667    | 10,309  | 621    | 212    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 276,301   | 89,363  | 5,323  | 35,933  | 6,166  | 549    |
| OTHER DEDUCTIONS                     |          | 0         | 0       | 19     | 0       | 0      | 0      |
| NET UNDERWRITING GAIN                |          | -44,856   | -42,701 | -528   | -16,869 | -3,367 | 513    |
| NET INVESTMENT GAIN                  |          | 177,571   | 27,298  | 887    | 8,518   | 1,093  | 601    |
| OTHER INCOME                         |          | -3,935    | -1,475  | 0      | 232     | 70     | -177   |
| DIVIDENDS TO POLICYHOLDERS           |          | 4,752     | 0       | 0      | 1,003   | 0      | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 41,079    | -3,228  | 267    | -560    | -313   | 210    |
| NET INCOME                           |          | 82,947    | -13,650 | 90     | -8,561  | -1,889 | 727    |
| SURPLUS BEGINNING YEAR               |          | 341,533   | 121,150 | 4,841  | 24,599  | 3,117  | 6,998  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10847 COMPANY: CUMIS INSURANCE SOCIETY INC  
22241 DEPENDABLE INSURANCE COMPANY INC  
29599 EASTERN AVIATION & MARINE INSURANCENAIC NO: 21164 COMPANY: DAIRYLAND INSURANCE COMPANY  
31135 EAGLE AMERICAN INSURANCE COMPANY  
24287 EDISON INSURANCE COMPANY

|                                      | NAIC NO: 10847 | 21164   | 22241   | 31135 | 29599 | 24287  |
|--------------------------------------|----------------|---------|---------|-------|-------|--------|
| ADMITTED ASSETS                      | 334,087        | 557,017 | 153,052 | 7,695 | 7,085 | 6,382  |
| LIABILITIES                          | 259,540        | 438,014 | 112,938 | 2,063 | 1,301 | 1,034  |
| SURPLUS                              | 74,547         | 119,003 | 40,114  | 5,631 | 5,783 | 5,348  |
| NET PREMIUMS WRITTEN                 | 191,117        | 309,652 | 85,167  | 1,460 | 1,659 | 1,157  |
| PREMIUMS EARNED                      | 184,193        | 304,506 | 89,823  | 1,032 | 901   | 402    |
| LOSSES INCURRED                      | 107,410        | 200,607 | 64,210  | 633   | 456   | 293    |
| LOSS EXPENSES INCURRED               | 25,520         | 20,311  | 16,024  | 125   | 61    | 20     |
| OTHER UNDERWRITING EXPENSES INCURRED | 54,574         | 90,170  | 27,820  | 318   | 511   | 1,186  |
| OTHER DEDUCTIONS                     | 0              | 0       | 514     | 0     | 0     | 0      |
| NET UNDERWRITING GAIN                | -3,312         | -14,582 | -10,745 | -45   | -128  | -1,098 |
| NET INVESTMENT GAIN                  | 25,234         | 37,779  | 8,093   | 609   | 324   | 377    |
| OTHER INCOME                         | 311            | -4,715  | -4,098  | -4    | 0     | 0      |
| DIVIDENDS TO POLICYHOLDERS           | 0              | 4,891   | 0       | 0     | 0     | 0      |
| FEDERAL INCOME TAXES INCURRED        | 9,664          | 1,582   | -4,636  | 208   | 50    | 0      |
| NET INCOME                           | 12,568         | 12,008  | -10,114 | 342   | 145   | -720   |
| SURPLUS BEGINNING YEAR               | 62,517         | 104,595 | 35,053  | 5,192 | 5,138 | 6,069  |

NAIC NO: 21261 COMPANY: ELECTRIC INSURANCE COMPANY  
21407 EMCASCO INSURANCE COMPANY  
21369 EMPLOYERS CASUALTY COMPANYNAIC NO: 21288 COMPANY: ELECTRIC MUTUAL LIABILITY INSURANCE  
21326 EMPIRE FIRE AND MARINE INSURANCE  
21458 EMPLOYERS INSURANCE OF WAUSAU A MUTUAL

|                                      | NAIC NO: 21261 | 21288   | 21407  | 21326   | 21369   | 21458     |
|--------------------------------------|----------------|---------|--------|---------|---------|-----------|
| ADMITTED ASSETS                      | 98,896         | 742,892 | 52,907 | 175,993 | 954,842 | 2,481,919 |
| LIABILITIES                          | 65,068         | 515,233 | 40,288 | 137,821 | 745,486 | 2,120,645 |
| SURPLUS                              | 33,827         | 227,658 | 12,619 | 38,171  | 209,356 | 361,274   |
| NET PREMIUMS WRITTEN                 | 53,921         | 182,210 | 26,498 | 87,405  | 480,999 | 796,871   |
| PREMIUMS EARNED                      | 49,204         | 180,374 | 25,508 | 80,738  | 527,292 | 787,106   |
| LOSSES INCURRED                      | 35,082         | 130,541 | 13,961 | 46,552  | 370,878 | 716,512   |
| LOSS EXPENSES INCURRED               | 5,000          | 30,556  | 2,645  | 9,057   | 81,318  | 148,677   |
| OTHER UNDERWRITING EXPENSES INCURRED | 10,422         | 18,527  | 7,749  | 25,999  | 85,462  | 56,379    |
| OTHER DEDUCTIONS                     | 0              | 0       | 0      | 0       | 0       | -33,582   |
| NET UNDERWRITING GAIN                | -1,301         | 749     | 1,151  | -871    | -10,366 | -100,879  |
| NET INVESTMENT GAIN                  | 6,100          | 76,745  | 3,890  | 11,314  | 45,801  | 143,691   |
| OTHER INCOME                         | -21            | -26     | -11    | -414    | -6,046  | -6,298    |
| DIVIDENDS TO POLICYHOLDERS           | 4,500          | 59,816  | 556    | 0       | 6,650   | 10,323    |
| FEDERAL INCOME TAXES INCURRED        | -20            | 3,450   | 1,260  | 585     | 1,654   | -3,404    |
| NET INCOME                           | 297            | 14,202  | 3,213  | 9,441   | 21,083  | 29,594    |
| SURPLUS BEGINNING YEAR               | 33,979         | 210,561 | 9,808  | 28,572  | 212,428 | 367,626   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21415 COMPANY: EMPLOYERS MUTUAL CASUALTY COMPANY  
20648 EMPLOYERS' FIRE INSURANCE COMPANY THE  
26271 ERIE INSURANCE EXCHANGENAIC NO: 39845 COMPANY: EMPLOYERS REINSURANCE CORPORATION  
26263 ERIE INSURANCE COMPANY  
11045 EXCELSIOR INSURANCE COMPANY

|                                      | NAIC NO: 21415 | 39845     | 20648   | 26263 | 26271     | 11045  |
|--------------------------------------|----------------|-----------|---------|-------|-----------|--------|
| ADMITTED ASSETS                      | 549,239        | 4,293,301 | 184,089 | 6,573 | 1,726,746 | 74,856 |
| LIABILITIES                          | 377,065        | 3,248,032 | 137,954 | -689  | 1,221,586 | 52,762 |
| SURPLUS                              | 172,173        | 1,045,268 | 46,135  | 7,262 | 505,160   | 22,093 |
| NET PREMIUMS WRITTEN                 | 250,075        | 1,135,190 | 96,290  | 0     | 978,063   | 36,578 |
| PREMIUMS EARNED                      | 240,733        | 1,156,937 | 92,642  | 0     | 923,507   | 35,516 |
| LOSSES INCURRED                      | 131,764        | 790,710   | 59,316  | 0     | 649,331   | 21,515 |
| LOSS EXPENSES INCURRED               | 24,964         | 76,300    | 11,866  | 0     | 70,531    | 3,662  |
| OTHER UNDERWRITING EXPENSES INCURRED | 73,139         | 282,400   | 28,789  | 0     | 207,570   | 12,295 |
| OTHER DEDUCTIONS                     | 0              | 0         | 0       | 0     | 0         | 0      |
| NET UNDERWRITING GAIN                | 10,865         | 7,526     | -7,331  | 0     | -3,925    | -1,956 |
| NET INVESTMENT GAIN                  | 28,238         | 308,807   | 8,090   | 431   | 94,779    | 5,320  |
| OTHER INCOME                         | 488            | -77       | -95     | 0     | 472       | -46    |
| DIVIDENDS TO POLICYHOLDERS           | 5,254          | 0         | 216     | 0     | 5,090     | 188    |
| FEDERAL INCOME TAXES INCURRED        | 9,312          | 81,019    | -56     | 62    | 22,260    | 772    |
| NET INCOME                           | 25,025         | 235,237   | 503     | 369   | 63,175    | 2,436  |
| SURPLUS BEGINNING YEAR               | 129,083        | 807,630   | 45,526  | 6,511 | 401,570   | 19,387 |

NAIC NO: 13722 COMPANY: EXCESS MUTUAL REINSURANCE COMPANY  
13897 FARMERS MUTUAL HAIL INSURANCE  
20281 FEDERAL INSURANCE COMPANYNAIC NO: 21652 COMPANY: FARMERS INSURANCE EXCHANGE  
41483 FARMINGTON CASUALTY COMPANY  
30503 FEDERAL KEMPER INSURANCE COMPANY

|                                      | NAIC NO: 13722 | 21652     | 13897   | 41483   | 20281     | 30503   |
|--------------------------------------|----------------|-----------|---------|---------|-----------|---------|
| ADMITTED ASSETS                      | 26,717         | 6,288,948 | 133,256 | 154,589 | 4,619,842 | 147,066 |
| LIABILITIES                          | 14,280         | 4,822,162 | 45,429  | 123,002 | 3,276,693 | 109,759 |
| SURPLUS                              | 12,436         | 1,466,786 | 87,826  | 31,587  | 1,343,148 | 37,307  |
| NET PREMIUMS WRITTEN                 | 12,982         | 3,971,266 | 48,636  | 67,776  | 1,685,154 | 92,073  |
| PREMIUMS EARNED                      | 12,969         | 3,878,088 | 50,390  | 67,394  | 1,664,468 | 89,011  |
| LOSSES INCURRED                      | 10,354         | 2,670,475 | 23,788  | 43,434  | 839,883   | 59,950  |
| LOSS EXPENSES INCURRED               | 285            | 499,493   | 3,996   | 10,560  | 263,621   | 8,150   |
| OTHER UNDERWRITING EXPENSES INCURRED | 953            | 1,053,328 | 15,267  | 19,240  | 555,305   | 30,839  |
| OTHER DEDUCTIONS                     | 0              | 0         | 0       | 0       | 2,212     | 0       |
| NET UNDERWRITING GAIN                | 1,376          | -345,209  | 7,337   | -5,840  | 3,446     | -9,928  |
| NET INVESTMENT GAIN                  | 2,063          | 431,040   | 8,073   | 10,044  | 228,033   | 10,859  |
| OTHER INCOME                         | -142           | 5,642     | -23     | -156    | 12,266    | 332     |
| DIVIDENDS TO POLICYHOLDERS           | 1,865          | 3,237     | 3,615   | 839     | 14,871    | 0       |
| FEDERAL INCOME TAXES INCURRED        | 442            | -1,463    | 3,075   | 120     | 63,675    | -3,789  |
| NET INCOME                           | 990            | 89,699    | 8,696   | 3,087   | 165,199   | 4,972   |
| SURPLUS BEGINNING YEAR               | 11,052         | 1,346,391 | 78,345  | 28,641  | 1,209,993 | 33,649  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 13935 COMPANY: FEDERATED MUTUAL INSURANCE COMPANY  
37095 FGIC MORTGAGE INSURANCE COMPANY  
39306 FIDELITY AND DEPOSIT COMPANY OF MARYLANDNAIC NO: 11118 COMPANY: FEDERATED RURAL ELECTRIC  
35270 FIDELITY AND CASUALTY COMPANY OF  
25879 FIDELITY AND GUARANTY INSURANCE

|                                      | NAIC NO: | 13935     | 11118   | 37095 | 35270   | 39306   | 25879  |
|--------------------------------------|----------|-----------|---------|-------|---------|---------|--------|
| ADMITTED ASSETS                      |          | 1,191,454 | 81,791  | 2,450 | 723,305 | 453,595 | 50,539 |
| LIABILITIES                          |          | 890,063   | 64,915  | 62    | 590,366 | 259,769 | 1,698  |
| SURPLUS                              |          | 301,390   | 16,875  | 2,388 | 132,938 | 193,825 | 48,840 |
| NET PREMIUMS WRITTEN                 |          | 604,033   | 39,526  | 0     | 316,223 | 203,035 | 0      |
| PREMIUMS EARNED                      |          | 614,025   | 39,315  | 0     | 311,326 | 206,344 | 0      |
| LOSSES INCURRED                      |          | 470,045   | 44,712  | 0     | 193,066 | 67,187  | 0      |
| LOSS EXPENSES INCURRED               |          | 69,328    | 11,129  | 0     | 34,940  | 33,119  | 0      |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 124,717   | 5,005   | 0     | 99,468  | 101,597 | 0      |
| OTHER DEDUCTIONS                     |          | 0         | 0       | 0     | 0       | 0       | 0      |
| NET UNDERWRITING GAIN                |          | -50,065   | -21,532 | 0     | -16,148 | 4,439   | 0      |
| NET INVESTMENT GAIN                  |          | 63,630    | 5,339   | 182   | 31,475  | 31,277  | 4,760  |
| OTHER INCOME                         |          | 683       | 0       | 0     | -3,183  | -23     | 0      |
| DIVIDENDS TO POLICYHOLDERS           |          | -208      | 220     | 0     | 1,710   | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 1,770     | -2,109  | 62    | 454     | 3,850   | 690    |
| NET INCOME                           |          | 12,606    | -14,303 | 120   | 9,977   | 31,843  | 4,070  |
| SURPLUS BEGINNING YEAR               |          | 284,663   | 16,565  | 0     | 126,591 | 164,803 | 49,750 |

NAIC NO: 35386 COMPANY: FIDELITY AND GUARANTY INSURANCE COMPANY  
21873 FIREMAN'S FUND INSURANCE COMPANY  
21784 FIREMEN'S INSURANCE COMPANY OFNAIC NO: 24886 COMPANY: FIRE AND CASUALTY INSURANCE COMPANY OF  
37273 FIREMAN'S FUND INSURANCE COMPANY OF  
20850 FIREMEN'S INSURANCE COMPANY OF NEWARK,

|                                      | NAIC NO: | 35386  | 24886  | 21873     | 37273  | 21784  | 20850     |
|--------------------------------------|----------|--------|--------|-----------|--------|--------|-----------|
| ADMITTED ASSETS                      |          | 12,651 | 41,745 | 6,375,012 | 11,792 | 31,871 | 2,150,601 |
| LIABILITIES                          |          | 356    | 33,822 | 4,922,630 | 6,728  | 17,828 | 1,659,336 |
| SURPLUS                              |          | 12,294 | 7,923  | 1,452,382 | 5,064  | 14,042 | 491,264   |
| NET PREMIUMS WRITTEN                 |          | 0      | 25,085 | 1,734,543 | 2,664  | 13,938 | 895,966   |
| PREMIUMS EARNED                      |          | 0      | 23,343 | 1,836,276 | 2,820  | 11,418 | 882,092   |
| LOSSES INCURRED                      |          | 0      | 14,500 | 1,045,814 | 1,606  | 5,348  | 547,020   |
| LOSS EXPENSES INCURRED               |          | 0      | 3,562  | 342,227   | 525    | 1,873  | 98,998    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 0      | 6,126  | 583,073   | 891    | 4,079  | 281,827   |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0         | 0      | 0      | 0         |
| NET UNDERWRITING GAIN                |          | 0      | -845   | -134,839  | -203   | 117    | -45,753   |
| NET INVESTMENT GAIN                  |          | 928    | 2,713  | 416,214   | 978    | 2,388  | 101,356   |
| OTHER INCOME                         |          | 0      | 353    | -2,664    | -4     | 10     | -10,356   |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 713    | -1,664    | -1     | 0      | 4,847     |
| FEDERAL INCOME TAXES INCURRED        |          | 109    | 917    | 47,020    | 251    | 989    | 427       |
| NET INCOME                           |          | 818    | 591    | 233,354   | 520    | 1,527  | 39,971    |
| SURPLUS BEGINNING YEAR               |          | 11,475 | 4,968  | 1,229,926 | 5,057  | 12,701 | 400,340   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11150 COMPANY: FIRST AMERICAN INSURANCE COMPANY  
25321 FIRST GENERAL INSURANCE COMPANY  
21806 FIRST OF GEORGIA INSURANCE COMPANYNAIC NO: 11177 COMPANY: FIRST FINANCIAL INSURANCE COMPANY  
24724 FIRST NATIONAL INSURANCE COMPANY OF  
13978 FLORISTS' MUTUAL INSURANCE COMPANY

|                                      | NAIC NO: | 11150  | 11177  | 25321  | 24724   | 21806  | 13978  |
|--------------------------------------|----------|--------|--------|--------|---------|--------|--------|
| ADMITTED ASSETS                      |          | 29,425 | 25,577 | 11,016 | 121,304 | 96,457 | 84,715 |
| LIABILITIES                          |          | 19,835 | 20,291 | 4,022  | 90,239  | 71,601 | 55,454 |
| SURPLUS                              |          | 9,589  | 5,286  | 6,994  | 31,065  | 24,855 | 29,260 |
| NET PREMIUMS WRITTEN                 |          | 15,600 | 15,316 | 2      | 60,659  | 73,789 | 39,358 |
| PREMIUMS EARNED                      |          | 11,698 | 15,826 | 2      | 59,596  | 69,782 | 37,087 |
| LOSSES INCURRED                      |          | 5,671  | 8,021  | 675    | 35,066  | 44,475 | 20,397 |
| LOSS EXPENSES INCURRED               |          | 489    | 1,920  | 146    | 7,124   | 7,500  | 4,299  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 6,649  | 5,743  | -136   | 17,826  | 23,974 | 9,163  |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0      | 0       | 0      | -587   |
| NET UNDERWRITING GAIN                |          | -1,111 | 141    | -682   | -421    | -6,247 | 3,815  |
| NET INVESTMENT GAIN                  |          | 1,580  | 1,132  | 731    | 10,169  | 4,899  | 4,102  |
| OTHER INCOME                         |          | 0      | 0      | -217   | 190     | 344    | -2,066 |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0      | 0      | 576     | 0      | 2,309  |
| FEDERAL INCOME TAXES INCURRED        |          | -139   | 260    | -280   | 2,558   | 826    | 1,672  |
| NET INCOME                           |          | 608    | 1,007  | 111    | 6,803   | -1,830 | 1,869  |
| SURPLUS BEGINNING YEAR               |          | 9,038  | 5,646  | 31,541 | 31,886  | 27,430 | 25,802 |

NAIC NO: 11185 COMPANY: FOREMOST INSURANCE COMPANY GRAND RAPIDS  
41513 FOREMOST SIGNATURE INSURANCE COMPANY  
11207 FREMONT INDEMNITY COMPANYNAIC NO: 11800 COMPANY: FOREMOST PROPERTY AND CASUALTY  
17680 FORUM INSURANCE COMPANY  
34266 FRONTIER INSURANCE COMPANY

|                                      | NAIC NO: | 11185   | 11800 | 41513  | 17680   | 11207   | 34266   |
|--------------------------------------|----------|---------|-------|--------|---------|---------|---------|
| ADMITTED ASSETS                      |          | 564,003 | 5,646 | 24,812 | 123,827 | 290,861 | 106,039 |
| LIABILITIES                          |          | 388,067 | 139   | 14,030 | 105,280 | 151,129 | 85,164  |
| SURPLUS                              |          | 175,935 | 5,507 | 10,782 | 18,547  | 139,732 | 20,874  |
| NET PREMIUMS WRITTEN                 |          | 333,210 | 31    | 12,468 | 37,612  | 55,823  | 42,981  |
| PREMIUMS EARNED                      |          | 348,008 | 4     | 9,830  | 38,553  | 58,422  | 39,302  |
| LOSSES INCURRED                      |          | 163,798 | 0     | 6,200  | 41,872  | 32,510  | 23,982  |
| LOSS EXPENSES INCURRED               |          | 22,949  | 0     | 947    | 6,907   | 13,725  | 5,721   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 149,395 | 22    | 3,722  | 13,739  | 9,798   | 7,635   |
| OTHER DEDUCTIONS                     |          | 0       | 0     | 0      | 0       | 0       | 0       |
| NET UNDERWRITING GAIN                |          | 11,865  | -18   | -1,033 | -23,966 | 2,307   | 1,962   |
| NET INVESTMENT GAIN                  |          | 41,214  | 367   | 961    | 7,023   | 19,701  | 5,780   |
| OTHER INCOME                         |          | -478    | 0     | -79    | -366    | 651     | 19      |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 0     | 0      | 0       | 0       | 0       |
| FEDERAL INCOME TAXES INCURRED        |          | 5,392   | 56    | 52     | -3,785  | 303     | 3,927   |
| NET INCOME                           |          | 47,209  | 312   | -204   | -13,523 | 22,437  | 3,835   |
| SURPLUS BEGINNING YEAR               |          | 168,571 | 5,194 | 4,048  | 25,335  | 110,560 | 16,872  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

MAIC NO: 35882 COMPANY: GEICO GENERAL INSURANCE COMPANY  
21970 GENERAL ACCIDENT INSURANCE COMPANY  
41432 GENERAL ELECTRIC EQUITY INSURANCE

MAIC NO: 22055 COMPANY: GEICO INDEMNITY COMPANY  
18619 GENERAL ELECTRIC EQUITY INSURANCE  
16624 GENERAL ELECTRIC GUARANTY INSURANCE

|                                      | MAIC NO: | 35882  | 22055   | 21970     | 18619 | 41432  | 16624 |
|--------------------------------------|----------|--------|---------|-----------|-------|--------|-------|
| ADMITTED ASSETS                      |          | 43,656 | 167,367 | 2,750,196 | 3,345 | 10,384 | 7,040 |
| LIABILITIES                          |          | 18,468 | 110,107 | 1,633,413 | 468   | 5,179  | 1,279 |
| SURPLUS                              |          | 25,188 | 57,260  | 1,116,783 | 2,876 | 5,205  | 5,761 |
| NET PREMIUMS WRITTEN                 |          | 0      | 113,647 | 968,719   | 14    | -465   | 59    |
| PREMIUMS EARNED                      |          | 0      | 111,774 | 994,458   | 10    | -461   | 64    |
| LOSSES INCURRED                      |          | 0      | 67,179  | 627,535   | 39    | 1,298  | 779   |
| LOSS EXPENSES INCURRED               |          | 0      | 11,300  | 111,133   | 0     | 0      | 12    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 0      | 30,610  | 320,331   | 91    | -172   | 89    |
| OTHER DEDUCTIONS                     |          | 0      | 0       | 0         | 0     | 0      | 0     |
| NET UNDERWRITING GAIN                |          | 0      | 2,684   | -64,542   | -113  | -1,586 | -817  |
| NET INVESTMENT GAIN                  |          | 1,445  | 9,774   | 317,364   | 306   | 614    | 744   |
| OTHER INCOME                         |          | 0      | -949    | -52       | 0     | 0      | 0     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0       | 2,444     | 0     | 0      | 0     |
| FEDERAL INCOME TAXES INCURRED        |          | 100    | 3,302   | 75,017    | -16   | -733   | -117  |
| NET INCOME                           |          | 1,345  | 8,206   | 175,367   | 209   | -238   | 45    |
| SURPLUS BEGINNING YEAR               |          | 23,856 | 64,911  | 1,064,314 | 2,640 | 5,597  | 5,665 |

MAIC NO: 29823 COMPANY: GENERAL ELECTRIC MORTGAGE INSURANCE  
38458 GENERAL ELECTRIC MORTGAGE INSURANCE  
11231 GENERAL INSURANCE COMPANY OF TRIESTE

MAIC NO: 16675 COMPANY: GENERAL ELECTRIC MORTGAGE INSURANCE  
24732 GENERAL INSURANCE COMPANY OF AMERICA  
22039 GENERAL REINSURANCE CORPORATION

|                                      | MAIC NO: | 29823   | 16675   | 38458   | 24732     | 11231   | 22039     |
|--------------------------------------|----------|---------|---------|---------|-----------|---------|-----------|
| ADMITTED ASSETS                      |          | 114,542 | 155,725 | 553,608 | 1,130,958 | 148,938 | 7,758,014 |
| LIABILITIES                          |          | 92,611  | 56,254  | 334,471 | 820,396   | 93,341  | 5,539,660 |
| SURPLUS                              |          | 21,931  | 99,470  | 219,136 | 310,561   | 55,597  | 2,218,353 |
| NET PREMIUMS WRITTEN                 |          | 15,555  | 19,792  | 169,838 | 545,932   | 36,035  | 1,626,645 |
| PREMIUMS EARNED                      |          | 15,289  | 19,492  | 147,204 | 536,369   | 37,224  | 1,752,668 |
| LOSSES INCURRED                      |          | 27,760  | 29,547  | 86,530  | 315,601   | 23,606  | 1,082,307 |
| LOSS EXPENSES INCURRED               |          | 277     | 690     | 2,853   | 64,116    | 3,264   | 136,640   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 8,289   | 6,521   | 58,096  | 160,441   | 11,579  | 474,312   |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0       | 0         | 0       | 0         |
| NET UNDERWRITING GAIN                |          | -21,036 | -17,267 | -276    | -3,790    | -1,226  | 59,407    |
| NET INVESTMENT GAIN                  |          | 6,824   | 14,224  | 43,477  | 110,378   | 7,306   | 609,558   |
| OTHER INCOME                         |          | 153     | 0       | 710     | 1,715     | -8      | -19,933   |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 0       | 0       | 5,186     | 0       | 0         |
| FEDERAL INCOME TAXES INCURRED        |          | -5,899  | -5,555  | 5,726   | 27,984    | 2,519   | 20,431    |
| NET INCOME                           |          | -8,158  | 2,512   | 38,185  | 75,131    | 3,552   | 628,601   |
| SURPLUS BEGINNING YEAR               |          | 57,968  | 84,778  | 211,138 | 248,885   | 51,871  | 1,924,247 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11967 COMPANY: GENERAL STAR NATIONAL INSURANCE COMPANY  
34622 GLENS FALLS INSURANCE COMPANY THE  
14044 GOODVILLE MUTUAL CASUALTY COMPANYNAIC NO: 11282 COMPANY: GERHANTOWN INSURANCE COMPANY  
24600 GLOBE INDEMNITY COMPANY  
22063 GOVERNMENT EMPLOYEES INSURANCE COMPANY

|                                      | NAIC NO: | 11967  | 11282  | 34622   | 24600     | 14044  | 22063     |
|--------------------------------------|----------|--------|--------|---------|-----------|--------|-----------|
| ADMITTED ASSETS                      |          | 94,787 | 19,603 | 122,599 | 1,078,871 | 15,251 | 2,410,807 |
| LIABILITIES                          |          | 58,334 | 6,789  | 99,373  | 890,241   | 11,105 | 1,770,140 |
| SURPLUS                              |          | 36,453 | 12,813 | 23,226  | 188,629   | 4,145  | 640,666   |
| NET PREMIUMS WRITTEN                 |          | 17,893 | 7,139  | 52,703  | 493,864   | 10,951 | 1,140,916 |
| PREMIUMS EARNED                      |          | 16,816 | 6,704  | 51,887  | 496,696   | 10,768 | 1,353,358 |
| LOSSES INCURRED                      |          | 10,189 | 2,453  | 32,177  | 346,315   | 6,316  | 964,190   |
| LOSS EXPENSES INCURRED               |          | 1,896  | 454    | 5,823   | 82,428    | 880    | 153,027   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 4,715  | 3,496  | 16,578  | 145,590   | 3,906  | 183,978   |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0       | 0         | 0      | -3,352    |
| NET UNDERWRITING GAIN                |          | 15     | 299    | -2,691  | -77,638   | -335   | 55,515    |
| NET INVESTMENT GAIN                  |          | 5,322  | 878    | 4,151   | 67,787    | 869    | 197,103   |
| OTHER INCOME                         |          | -10    | 0      | -513    | -1,607    | 45     | -1,150    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0      | 285     | 10,074    | 0      | -38       |
| FEDERAL INCOME TAXES INCURRED        |          | 1,610  | 105    | 37      | -3,923    | 190    | 57,237    |
| NET INCOME                           |          | 3,716  | 1,073  | 624     | -17,609   | 389    | 194,268   |
| SURPLUS BEGINNING YEAR               |          | 32,219 | 11,793 | 10,409  | 202,535   | 4,167  | 537,706   |

NAIC NO: 22098 COMPANY: GRAIN DEALERS MUTUAL INSURANCE COMPANY  
23809 GRANITE STATE INSURANCE COMPANY  
16691 GREAT AMERICAN INSURANCE COMPANYNAIC NO: 14087 COMPANY: GRANGERS MUTUAL INSURANCE COMPANY  
25984 GRAPHIC ARTS MUTUAL INSURANCE COMPANY  
18937 GREAT GLOBAL ASSURANCE COMPANY, THE

|                                      | NAIC NO: | 22098  | 14087 | 23809  | 25984  | 16691     | 18937                                                          |
|--------------------------------------|----------|--------|-------|--------|--------|-----------|----------------------------------------------------------------|
| ADMITTED ASSETS                      |          | 89,123 | 8,316 | 10,564 | 60,031 | 2,716,803 | License Revoked<br>by Order<br>Data Unavailable<br>at Printing |
| LIABILITIES                          |          | 54,232 | 2,977 | 0      | 46,885 | 2,081,207 |                                                                |
| SURPLUS                              |          | 34,891 | 5,339 | 10,564 | 13,145 | 635,596   |                                                                |
| NET PREMIUMS WRITTEN                 |          | 46,666 | 5,454 | 0      | 24,479 | 958,398   |                                                                |
| PREMIUMS EARNED                      |          | 47,962 | 5,392 | 0      | 23,113 | 997,123   |                                                                |
| LOSSES INCURRED                      |          | 26,978 | 3,342 | 0      | 14,304 | 612,152   |                                                                |
| LOSS EXPENSES INCURRED               |          | 6,137  | 461   | 0      | 3,050  | 121,050   |                                                                |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 16,309 | 1,947 | 0      | 7,427  | 307,684   |                                                                |
| OTHER DEDUCTIONS                     |          | 0      | 0     | 0      | 0      | 0         |                                                                |
| NET UNDERWRITING GAIN                |          | -1,463 | -358  | 0      | -1,668 | -43,763   |                                                                |
| NET INVESTMENT GAIN                  |          | 5,171  | 413   | 855    | 4,322  | 182,549   |                                                                |
| OTHER INCOME                         |          | 0      | 0     | 0      | -104   | -10,953   |                                                                |
| DIVIDENDS TO POLICYHOLDERS           |          | 133    | 0     | 0      | 302    | 8,487     |                                                                |
| FEDERAL INCOME TAXES INCURRED        |          | 1,205  | -1    | 0      | 943    | 28,352    |                                                                |
| NET INCOME                           |          | 2,370  | 55    | 855    | 1,302  | 90,991    |                                                                |
| SURPLUS BEGINNING YEAR               |          | 31,995 | 4,739 | 9,559  | 12,202 | 624,678   |                                                                |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20303 COMPANY: GREAT NORTHERN INSURANCE COMPANY  
22187 GREATER NEW YORK MUTUAL INSURANCE  
11401 GUARANTY NATIONAL INSURANCE COMPANYNAIC NO: 11371 COMPANY: GREAT WEST CASUALTY COMPANY  
11398 GUARANTEE INSURANCE COMPANY  
28630 GUILDERLAND MUTUAL REINSURANCE COMPANY

|                                      | NAIC NO: | 20303   | 11371   | 22187   | 11398  | 11401   | 28630  |
|--------------------------------------|----------|---------|---------|---------|--------|---------|--------|
| ADMITTED ASSETS                      |          | 234,784 | 242,081 | 341,227 | 27,629 | 210,959 | 24,784 |
| LIABILITIES                          |          | 186,578 | 188,654 | 256,419 | 23,000 | 144,637 | 14,836 |
| SURPLUS                              |          | 48,206  | 53,426  | 84,807  | 4,628  | 66,322  | 9,948  |
| NET PREMIUMS WRITTEN                 |          | 99,334  | 108,982 | 90,375  | 684    | 127,825 | 15,098 |
| PREMIUMS EARNED                      |          | 97,910  | 102,775 | 94,315  | 843    | 124,419 | 15,002 |
| LOSSES INCURRED                      |          | 48,907  | 72,116  | 63,713  | 720    | 70,589  | 12,077 |
| LOSS EXPENSES INCURRED               |          | 15,688  | 13,378  | 13,940  | 1,265  | 11,817  | 1,015  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 32,786  | 15,534  | 25,140  | 1,388  | 38,989  | 3,929  |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0       | 0      | 0       | 0      |
| NET UNDERWRITING GAIN                |          | 528     | 1,744   | -8,479  | -2,531 | 3,023   | -2,019 |
| NET INVESTMENT GAIN                  |          | 10,622  | 14,628  | 24,685  | 975    | 14,878  | 1,608  |
| OTHER INCOME                         |          | 1,342   | 1,406   | -149    | -1,062 | -228    | -2     |
| DIVIDENDS TO POLICYHOLDERS           |          | 892     | 90      | 2,003   | 0      | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 2,471   | 8,674   | 6,322   | 0      | 6,169   | -23    |
| NET INCOME                           |          | 9,128   | 9,015   | 6,931   | -2,619 | 11,504  | -390   |
| SURPLUS BEGINNING YEAR               |          | 39,975  | 44,738  | 77,120  | -935   | 60,915  | 10,369 |

NAIC NO: 22217 COMPANY: GULF INSURANCE COMPANY  
22292 HANOVER INSURANCE COMPANY THE  
26433 HARCO NATIONAL INSURANCE COMPANYNAIC NO: 11444 COMPANY: HAMILTON INSURANCE COMPANY  
22322 HARBOR INSURANCE COMPANY  
14141 HARFORD MUTUAL INSURANCE COMPANY THE

|                                      | NAIC NO: | 22217   | 11444 | 22292     | 22322   | 26433  | 14141  |
|--------------------------------------|----------|---------|-------|-----------|---------|--------|--------|
| ADMITTED ASSETS                      |          | 447,895 | 7,387 | 1,754,195 | 467,378 | 95,172 | 78,899 |
| LIABILITIES                          |          | 305,804 | 3,996 | 1,318,612 | 379,830 | 65,990 | 49,151 |
| SURPLUS                              |          | 142,090 | 3,390 | 435,583   | 87,548  | 29,182 | 29,748 |
| NET PREMIUMS WRITTEN                 |          | 191,879 | 5,582 | 884,494   | 164,051 | 43,603 | 34,999 |
| PREMIUMS EARNED                      |          | 192,069 | 5,324 | 879,258   | 200,860 | 41,334 | 34,996 |
| LOSSES INCURRED                      |          | 110,838 | 2,663 | 500,755   | 148,205 | 23,644 | 13,614 |
| LOSS EXPENSES INCURRED               |          | 19,987  | 85    | 113,005   | 35,109  | 3,016  | 3,908  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 60,827  | 2,086 | 271,650   | 47,973  | 9,366  | 14,693 |
| OTHER DEDUCTIONS                     |          | 0       | 0     | 0         | 0       | 0      | 0      |
| NET UNDERWRITING GAIN                |          | 416     | -211  | -6,153    | -22,428 | 5,307  | 2,779  |
| NET INVESTMENT GAIN                  |          | 33,502  | 354   | 94,676    | 32,112  | 4,896  | 4,614  |
| OTHER INCOME                         |          | 143     | 0     | -947      | -15,517 | -83    | -58    |
| DIVIDENDS TO POLICYHOLDERS           |          | 1,063   | 0     | 5,295     | 529     | 0      | 549    |
| FEDERAL INCOME TAXES INCURRED        |          | 0,012   | -9    | 22,622    | 1,810   | 4,271  | 1,939  |
| NET INCOME                           |          | 26,986  | 152   | 59,656    | -8,172  | 5,848  | 4,845  |
| SURPLUS BEGINNING YEAR               |          | 113,842 | 3,447 | 330,442   | 91,765  | 24,913 | 26,336 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14168 COMPANY: HARLEYSVILLE MUTUAL INSURANCE COMPANY  
29424 HARTFORD CASUALTY INSURANCE COMPANY  
37478 HARTFORD INSURANCE COMPANY OF THENAIC NO: 22357 COMPANY: HARTFORD ACCIDENT AND INDEMNITY COMPANY  
19682 HARTFORD FIRE INSURANCE COMPANY THE  
11452 HARTFORD STEAM BOILER INSPECTION AND

|                                      | NAIC NO: | 14168   | 22357     | 29424   | 19682     | 37478  | 11452   |
|--------------------------------------|----------|---------|-----------|---------|-----------|--------|---------|
| ADMITTED ASSETS                      |          | 699,543 | 4,251,508 | 744,345 | 7,103,639 | 67,376 | 612,765 |
| LIABILITIES                          |          | 506,565 | 3,437,757 | 597,610 | 4,477,189 | 50,973 | 368,572 |
| SURPLUS                              |          | 192,978 | 813,751   | 146,734 | 2,626,449 | 16,403 | 244,193 |
| NET PREMIUMS WRITTEN                 |          | 299,930 | 1,713,504 | 314,500 | 2,175,296 | 26,208 | 266,206 |
| PREMIUMS EARNED                      |          | 288,433 | 1,734,046 | 318,270 | 2,201,373 | 26,522 | 267,062 |
| LOSSES INCURRED                      |          | 181,963 | 1,098,753 | 201,667 | 1,394,968 | 16,805 | 80,357  |
| LOSS EXPENSES INCURRED               |          | 27,019  | 177,066   | 32,499  | 224,786   | 2,708  | 15,047  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 87,662  | 481,941   | 88,456  | 611,825   | 7,371  | 126,956 |
| OTHER DEDUCTIONS                     |          | 0       | 0         | 0       | 0         | 0      | 0       |
| NET UNDERWRITING GAIN                |          | -8,211  | -23,715   | -4,352  | -30,107   | -362   | 44,700  |
| NET INVESTMENT GAIN                  |          | 33,153  | 178,480   | 46,213  | 463,866   | 4,880  | 42,892  |
| OTHER INCOME                         |          | -791    | 0         | 0       | -72,530   | 0      | -26     |
| DIVIDENDS TO POLICYHOLDERS           |          | 4,180   | 16,905    | 3,102   | 21,461    | 258    | 0       |
| FEDERAL INCOME TAXES INCURRED        |          | 8,633   | 0         | 0       | 6,611     | 0      | 26,708  |
| NET INCOME                           |          | 11,336  | 137,858   | 38,858  | 333,155   | 4,258  | 60,858  |
| SURPLUS BEGINNING YEAR               |          | 176,196 | 754,256   | 120,221 | 2,440,946 | 15,243 | 202,483 |

NAIC NO: 30104 COMPANY: HARTFORD UNDERWRITERS INSURANCE COMPANY  
39527 HERITAGE INDEMNITY COMPANY  
22489 HIGHLANDS INSURANCE COMPANYNAIC NO: 21741 COMPANY: HAWKEYE-SECURITY INSURANCE COMPANY  
14184 HERITAGE MUTUAL INSURANCE COMPANY  
22519 HOME INDEMNITY COMPANY THE

|                                      | NAIC NO: | 30104   | 21741  | 39527  | 14184   | 22489   | 22519   |
|--------------------------------------|----------|---------|--------|--------|---------|---------|---------|
| ADMITTED ASSETS                      |          | 512,665 | 86,734 | 34,734 | 203,797 | 763,945 | 477,814 |
| LIABILITIES                          |          | 392,255 | 45,154 | 28,806 | 154,509 | 531,715 | 396,971 |
| SURPLUS                              |          | 119,810 | 41,579 | 5,928  | 49,287  | 232,230 | 80,842  |
| NET PREMIUMS WRITTEN                 |          | 209,667 | 41,173 | 15,720 | 130,849 | 259,968 | 174,760 |
| PREMIUMS EARNED                      |          | 212,100 | 40,816 | 11,256 | 123,710 | 276,355 | 184,851 |
| LOSSES INCURRED                      |          | 134,445 | 22,995 | 10,974 | 64,889  | 202,188 | 122,436 |
| LOSS EXPENSES INCURRED               |          | 21,666  | 3,969  | 109    | 10,407  | 46,521  | 27,117  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 58,971  | 12,755 | 1,247  | 42,571  | 58,494  | 47,710  |
| OTHER DEDUCTIONS                     |          | 0       | 0      | 0      | 0       | 0       | 0       |
| NET UNDERWRITING GAIN                |          | -2,901  | 1,095  | -1,074 | 5,842   | -30,848 | -12,412 |
| NET INVESTMENT GAIN                  |          | 32,434  | 5,474  | 2,347  | 10,404  | 56,614  | 33,222  |
| OTHER INCOME                         |          | 0       | -328   | 0      | 813     | -1,288  | -1,167  |
| DIVIDENDS TO POLICYHOLDERS           |          | 2,068   | 35     | 0      | 2,202   | 0       | 269     |
| FEDERAL INCOME TAXES INCURRED        |          | 0       | -2,375 | 284    | 4,366   | 711     | 5,155   |
| NET INCOME                           |          | 27,463  | 8,581  | 988    | 10,491  | 23,765  | 14,217  |
| SURPLUS BEGINNING YEAR               |          | 102,909 | 33,892 | 5,000  | 41,968  | 229,290 | 85,250  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 28177 COMPANY: HOME INSURANCE COMPANY OF INDIANA THE  
14214 HOME MUTUAL INSURANCE COMPANY OF  
38849 HOUSTON GENERAL INSURANCE COMPANYNAIC NO: 22527 COMPANY: HOME INSURANCE COMPANY THE  
22578 HORACE MAHN INSURANCE COMPANY  
35696 HUROM INSURANCE COMPANY

|                                      | NAIC NO: | 28177  | 22527     | 14214  | 22578   | 38849   | 35696   |
|--------------------------------------|----------|--------|-----------|--------|---------|---------|---------|
| ADMITTED ASSETS                      |          | 51,054 | 4,330,764 | 14,539 | 422,387 | 167,139 | 124,460 |
| LIABILITIES                          |          | 40,134 | 3,502,749 | 11,175 | 309,024 | 87,766  | 91,976  |
| SURPLUS                              |          | 10,919 | 828,015   | 3,363  | 113,362 | 79,372  | 32,483  |
| NET PREMIUMS WRITTEN                 |          | 18,255 | 1,569,930 | 9,427  | 247,590 | 52,639  | 69,214  |
| PREMIUMS EARNED                      |          | 18,485 | 1,589,723 | 9,217  | 247,249 | 49,399  | 66,561  |
| LOSSES INCURRED                      |          | 12,243 | 1,052,949 | 6,231  | 169,135 | 32,223  | 41,027  |
| LOSS EXPENSES INCURRED               |          | 2,711  | 233,223   | 1,508  | 25,045  | 11,188  | 5,709   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 4,962  | 426,172   | 2,067  | 49,430  | 12,160  | 20,438  |
| OTHER DEDUCTIONS                     |          | 0      | 0         | 0      | 0       | 0       | 0       |
| NET UNDERWRITING GAIN                |          | -1,432 | -122,623  | -589   | 3,637   | -6,172  | -614    |
| NET INVESTMENT GAIN                  |          | 3,809  | 303,802   | 852    | 29,563  | 6,594   | 6,550   |
| OTHER INCOME                         |          | -116   | -25,522   | -236   | -218    | 374     | -1      |
| DIVIDENDS TO POLICYHOLDERS           |          | 26     | 2,321     | 0      | 730     | -5      | 964     |
| FEDERAL INCOME TAXES INCURRED        |          | 435    | 47,142    | 0      | 9,729   | 73      | 1,934   |
| NET INCOME                           |          | 1,797  | 106,192   | 26     | 22,522  | 728     | 3,834   |
| SURPLUS BEGINNING YEAR               |          | 12,318 | 768,381   | 3,390  | 92,297  | 41,415  | 28,610  |

NAIC NO: 11487 COMPANY: IMPERIAL CASUALTY AND INDEMNITY COMPANY  
22608 INDEPENDENT FIRE INSURANCE COMPANY  
21040 INDUSTRIAL INDEMNITY COMPANYNAIC NO: 25348 COMPANY: INDEMNITY INSURANCE COMPANY OF NORTH  
14265 INDIANA LUMBERMENS MUTUAL INSURANCE  
14281 INLAND MUTUAL INSURANCE COMPANY

|                                      | NAIC NO: | 11487    | 25348   | 22608   | 14265  | 21040     | 14281 |
|--------------------------------------|----------|----------|---------|---------|--------|-----------|-------|
| ADMITTED ASSETS                      |          | 462,676  | 350,340 | 117,817 | 67,861 | 1,679,760 | 3,288 |
| LIABILITIES                          |          | 420,641  | 201,801 | 67,114  | 45,472 | 1,459,412 | 1,535 |
| SURPLUS                              |          | 42,034   | 148,539 | 50,703  | 22,389 | 220,347   | 1,752 |
| NET PREMIUMS WRITTEN                 |          | 92,260   | 89,203  | 98,204  | 42,058 | 511,979   | 1,440 |
| PREMIUMS EARNED                      |          | 132,574  | 89,912  | 91,849  | 42,190 | 539,330   | 1,550 |
| LOSSES INCURRED                      |          | 248,669  | 57,258  | 51,375  | 13,284 | 351,437   | 818   |
| LOSS EXPENSES INCURRED               |          | 31,190   | 12,251  | 4,516   | 5,513  | 76,488    | 206   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 26,971   | 26,678  | 38,164  | 18,832 | 162,338   | 497   |
| OTHER DEDUCTIONS                     |          | 0        | 0       | 0       | 0      | 0         | 0     |
| NET UNDERWRITING GAIN                |          | -174,256 | -6,276  | -2,206  | 4,559  | -50,933   | 28    |
| NET INVESTMENT GAIN                  |          | 32,364   | 16,923  | 6,546   | 3,778  | 126,147   | 174   |
| OTHER INCOME                         |          | 238      | -223    | 95      | 178    | -16,993   | 5     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0        | 1,766   | 0       | 243    | 9,315     | 0     |
| FEDERAL INCOME TAXES INCURRED        |          | -39,106  | 4,004   | 2,169   | 1,757  | 824       | 0     |
| NET INCOME                           |          | -102,547 | 4,653   | 2,266   | 6,515  | 48,080    | 208   |
| SURPLUS BEGINNING YEAR               |          | 13,443   | 140,132 | 46,764  | 15,913 | 216,063   | 1,554 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 38806 COMPANY: INSURA PROPERTY AND CASUALTY INSURANCE  
26700 INSURANCE COMPANY OF ILLINOIS  
19429 INSURANCE COMPANY OF THE STATE OFNAIC NO: 38970 COMPANY: INSURANCE COMPANY OF EVANSTON  
22713 INSURANCE COMPANY OF NORTH AMERICA  
28800 INSURANCE CORPORATION OF AMERICA

|                                      | NAIC NO: | 38806 | 38970  | 26700  | 22713     | 19429     | 28800   |
|--------------------------------------|----------|-------|--------|--------|-----------|-----------|---------|
| ADMITTED ASSETS                      |          | 7,505 | 46,722 | 51,696 | 4,957,835 | 1,301,669 | 141,751 |
| LIABILITIES                          |          | 890   | 21,294 | 34,777 | 4,244,133 | 1,096,596 | 127,547 |
| SURPLUS                              |          | 6,614 | 25,428 | 16,919 | 713,702   | 205,073   | 14,203  |
| NET PREMIUMS WRITTEN                 |          | 0     | 5,544  | 31,412 | 1,883,740 | 534,347   | 40,641  |
| PREMIUMS EARNED                      |          | 0     | 5,650  | 30,887 | 1,880,590 | 506,491   | 40,579  |
| LOSSES INCURRED                      |          | 0     | 1,867  | 15,846 | 1,197,444 | 354,663   | 20,529  |
| LOSS EXPENSES INCURRED               |          | 0     | 2,216  | 2,906  | 256,235   | 72,013    | 14,465  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 0     | 1,539  | 12,192 | 562,764   | 83,192    | 8,066   |
| OTHER DEDUCTIONS                     |          | 0     | 0      | 0      | 0         | 0         | 0       |
| NET UNDERWRITING GAIN                |          | 0     | 27     | -58    | -135,853  | -3,377    | -2,481  |
| NET INVESTMENT GAIN                  |          | 954   | 1,855  | 3,633  | 221,341   | 37,058    | 8,157   |
| OTHER INCOME                         |          | 69    | 0      | 74     | -23,711   | -238      | 37      |
| DIVIDENDS TO POLICYHOLDERS           |          | 0     | 0      | 0      | 36,969    | 1,307     | 0       |
| FEDERAL INCOME TAXES INCURRED        |          | 169   | 483    | 1,004  | 6,791     | 14,435    | 1,430   |
| NET INCOME                           |          | 853   | 1,400  | 2,644  | 18,015    | 17,700    | 4,283   |
| SURPLUS BEGINNING YEAR               |          | 6,622 | 22,492 | 14,543 | 747,917   | 162,732   | 13,594  |

NAIC NO: 37257 COMPANY: INSURANCE CORPORATION OF HANNOVER  
22772 INTEGON INDEMNITY CORPORATION  
24139 INTERNATIONAL BUSINESS AND MERCANTILENAIC NO: 22780 COMPANY: INTEGON GENERAL INSURANCE CORPORATION  
30945 INTEGON MORTGAGE GUARANTY CORPORATION  
11592 INTERNATIONAL FIDELITY INSURANCE COMPANY

|                                      | NAIC NO: | 37257   | 22780  | 22772  | 30945  | 24139   | 11592  |
|--------------------------------------|----------|---------|--------|--------|--------|---------|--------|
| ADMITTED ASSETS                      |          | 137,275 | 53,488 | 51,425 | 24,909 | 200,581 | 51,809 |
| LIABILITIES                          |          | 102,890 | 34,948 | 34,066 | 17,556 | 165,713 | 40,082 |
| SURPLUS                              |          | 34,385  | 18,540 | 17,358 | 7,353  | 34,868  | 11,726 |
| NET PREMIUMS WRITTEN                 |          | 33,196  | 52,769 | 52,769 | 8,937  | 35,611  | 32,166 |
| PREMIUMS EARNED                      |          | 32,590  | 47,498 | 47,497 | 7,530  | 42,672  | 31,560 |
| LOSSES INCURRED                      |          | 25,797  | 27,433 | 27,433 | 1,662  | 36,400  | 10,591 |
| LOSS EXPENSES INCURRED               |          | 1,445   | 2,113  | 2,113  | 85     | 1,382   | 4,543  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 8,377   | 11,382 | 11,381 | 4,228  | 10,767  | 14,337 |
| OTHER DEDUCTIONS                     |          | 0       | 0      | 56     | 0      | 0       | 0      |
| NET UNDERWRITING GAIN                |          | -3,028  | 6,567  | 6,511  | 1,554  | -5,966  | 2,086  |
| NET INVESTMENT GAIN                  |          | 6,388   | 2,898  | 2,450  | 1,940  | 14,234  | 2,811  |
| OTHER INCOME                         |          | -1,844  | -776   | -776   | 0      | 0       | -59    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 0      | 0      | 0      | 147     | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 423     | 3,468  | 3,359  | 1,249  | 3,372   | 1,798  |
| NET INCOME                           |          | 1,091   | 5,221  | 4,825  | 2,245  | 4,749   | 3,040  |
| SURPLUS BEGINNING YEAR               |          | 30,317  | 12,861 | 12,072 | 7,533  | 29,377  | 8,642  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 35777 COMPANY: INTERNATIONAL INDEMNITY COMPANY  
16063 INTERNATIONAL INSURANCE COMPANY  
22837 INTERSTATE INDEMNITY COMPANYNAIC NO: 21083 COMPANY: INTERNATIONAL INSURANCE COMPANY  
22802 INTERNATIONAL SERVICE INSURANCE COMPANY  
29114 INVESTORS EQUITY INSURANCE

|                                      | NAIC NO: | 35777  | 21083   | 16063  | 22802  | 22837  | 29114  |
|--------------------------------------|----------|--------|---------|--------|--------|--------|--------|
| ADMITTED ASSETS                      |          | 34,745 | 448,756 | 69,222 | 9,789  | 55,671 | 11,088 |
| LIABILITIES                          |          | 19,641 | 363,877 | 51,175 | 5,043  | 43,719 | 2,043  |
| SURPLUS                              |          | 15,103 | 84,878  | 18,047 | 4,745  | 11,951 | 9,044  |
| NET PREMIUMS WRITTEN                 |          | 22,660 | 142,216 | 12,341 | -121   | 14,559 | 378    |
| PREMIUMS EARNED                      |          | 22,385 | 149,813 | 14,820 | 1,431  | 14,573 | 556    |
| LOSSES INCURRED                      |          | 12,191 | 97,621  | 12,424 | 697    | 6,995  | -748   |
| LOSS EXPENSES INCURRED               |          | 926    | 21,246  | 1,057  | 865    | 4,709  | 1      |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 7,581  | 45,293  | 4,209  | 2,197  | 5,089  | 489    |
| OTHER DEDUCTIONS                     |          | 0      | 0       | 0      | 0      | 0      | 0      |
| NET UNDERWRITING GAIN                |          | 1,685  | -14,347 | -2,871 | -2,328 | -2,221 | 814    |
| NET INVESTMENT GAIN                  |          | 810    | 32,295  | 4,603  | 1,689  | 3,475  | 1,351  |
| OTHER INCOME                         |          | 0      | -1,961  | 6      | -1     | 18     | 37     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 2,587   | 63     | 0      | 0      | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 898    | -1,792  | 0      | 25     | -114   | 677    |
| NET INCOME                           |          | 1,686  | 15,191  | 1,675  | -745   | 1,386  | 1,525  |
| SURPLUS BEGINNING YEAR               |          | 13,017 | 79,691  | 16,374 | 6,592  | 10,565 | 8,115  |

NAIC NO: 40266 COMPANY: INVESTORS MORTGAGE INSURANCE COMPANY  
10952 JC PENNEY CASUALTY INSURANCE COMPANY  
22861 JEFFERSON-PILOT FIRE & CASUALTY COMPANYNAIC NO: 35769 COMPANY: ITT LYNDON PROPERTY INSURANCE COMPANY  
11630 JEFFERSON INSURANCE COMPANY OF NEW YORK  
11240 JEFFERSON-PILOT PROPERTY INSURANCE

|                                      | NAIC NO: | 40266   | 35769   | 10952   | 11630   | 22861  | 11240 |
|--------------------------------------|----------|---------|---------|---------|---------|--------|-------|
| ADMITTED ASSETS                      |          | 137,807 | 193,638 | 359,289 | 140,635 | 87,740 | 7,098 |
| LIABILITIES                          |          | 100,871 | 126,051 | 204,110 | 106,364 | 40,841 | 264   |
| SURPLUS                              |          | 36,935  | 67,587  | 155,178 | 34,271  | 46,898 | 6,833 |
| NET PREMIUMS WRITTEN                 |          | 15,882  | 90,575  | 168,086 | 44,126  | 40,771 | 0     |
| PREMIUMS EARNED                      |          | 19,264  | 95,167  | 166,470 | 44,736  | 38,910 | 0     |
| LOSSES INCURRED                      |          | 17,342  | 76,007  | 125,203 | 17,547  | 23,592 | 0     |
| LOSS EXPENSES INCURRED               |          | 3,645   | 97      | 20,848  | 12,579  | 3,505  | 0     |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 3,926   | 1,151   | 56,373  | 14,634  | 11,879 | 0     |
| OTHER DEDUCTIONS                     |          | 0       | 7,555   | 0       | 0       | 0      | 0     |
| NET UNDERWRITING GAIN                |          | -5,650  | 10,354  | -35,955 | -25     | -67    | 0     |
| NET INVESTMENT GAIN                  |          | 14,529  | 14,145  | 69,660  | 7,193   | 5,014  | 626   |
| OTHER INCOME                         |          | 597     | 207     | 875     | -1,218  | -38    | 0     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 0       | 0       | 0       | 0      | 0     |
| FEDERAL INCOME TAXES INCURRED        |          | 1,707   | 5,018   | -4,807  | 212     | 659    | 116   |
| NET INCOME                           |          | 7,769   | 19,689  | 39,386  | 5,737   | 4,249  | 510   |
| SURPLUS BEGINNING YEAR               |          | 30,019  | 47,861  | 145,581 | 27,453  | 40,829 | 6,168 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14354 COMPANY: JEWELERS MUTUAL INSURANCE COMPANY  
43044 JOHN HANCOCK INDEMNITY COMPANY  
20885 KANSAS CITY FIRE AND MARINE INSURANCENAIC NO: 21180 COMPANY: JOHN DEERE INSURANCE COMPANY  
16187 JOHN HANCOCK PROPERTY AND CASUALTY  
11657 KENTUCKY CENTRAL INSURANCE COMPANY

|                                      | NAIC NO: | 14354  | 21180   | 43044  | 16187   | 20885  | 11657  |
|--------------------------------------|----------|--------|---------|--------|---------|--------|--------|
| ADMITTED ASSETS                      |          | 37,266 | 345,525 | 28,596 | 416,110 | 52,515 | 31,723 |
| LIABILITIES                          |          | 20,232 | 226,652 | 17,868 | 326,170 | 38,015 | 17,458 |
| SURPLUS                              |          | 17,033 | 118,873 | 10,728 | 89,940  | 14,499 | 14,265 |
| NET PREMIUMS WRITTEN                 |          | 26,073 | 154,169 | 11,247 | 97,249  | 17,567 | 18,762 |
| PREMIUMS EARNED                      |          | 21,019 | 147,814 | 11,795 | 116,714 | 17,295 | 18,173 |
| LOSSES INCURRED                      |          | 6,364  | 87,917  | 10,635 | 110,358 | 10,725 | 10,787 |
| LOSS EXPENSES INCURRED               |          | 1,062  | 15,455  | 2,178  | 21,766  | 1,941  | 1,342  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 9,180  | 42,095  | 4,329  | 48,347  | 5,526  | 7,570  |
| OTHER DEDUCTIONS                     |          | 0      | 0       | 0      | 0       | 0      | 0      |
| NET UNDERWRITING GAIN                |          | 4,411  | 2,345   | -5,347 | -63,758 | -897   | -1,527 |
| NET INVESTMENT GAIN                  |          | 1,789  | 25,497  | 2,399  | 34,634  | 3,190  | 3,275  |
| OTHER INCOME                         |          | -14    | -146    | 0      | -9,647  | -171   | 308    |
| DIVIDENDS TO POLICYHOLDERS           |          | 1,250  | 1,992   | 0      | 0       | 95     | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 1,867  | 6,812   | 0      | -355    | 13     | 22     |
| NET INCOME                           |          | 3,060  | 18,092  | -2,947 | -38,416 | 2,013  | 2,033  |
| SURPLUS BEGINNING YEAR               |          | 13,637 | 103,616 | 13,676 | 120,910 | 12,211 | 12,109 |

NAIC NO: 26077 COMPANY: LANCER INSURANCE COMPANY  
24422 LEGION INSURANCE COMPANY  
23035 LIBERTY MUTUAL FIRE INSURANCE COMPANYNAIC NO: 11738 COMPANY: LEADER NATIONAL INSURANCE COMPANY  
42404 LIBERTY INSURANCE CORPORATION  
23043 LIBERTY MUTUAL INSURANCE COMPANY

|                                      | NAIC NO: | 26077  | 11738  | 24422  | 42404   | 23035     | 23043      |
|--------------------------------------|----------|--------|--------|--------|---------|-----------|------------|
| ADMITTED ASSETS                      |          | 76,757 | 54,358 | 44,955 | 936,337 | 1,553,960 | 13,084,897 |
| LIABILITIES                          |          | 58,403 | 42,758 | 23,749 | 777,483 | 1,308,350 | 11,156,156 |
| SURPLUS                              |          | 18,353 | 11,600 | 21,205 | 158,854 | 245,610   | 1,928,740  |
| NET PREMIUMS WRITTEN                 |          | 39,227 | 40,821 | 18,336 | 457,705 | 662,893   | 5,508,336  |
| PREMIUMS EARNED                      |          | 37,536 | 37,132 | 14,365 | 429,145 | 715,242   | 6,008,033  |
| LOSSES INCURRED                      |          | 17,636 | 20,514 | 9,274  | 356,380 | 593,968   | 4,989,331  |
| LOSS EXPENSES INCURRED               |          | 5,713  | 4,051  | 1,264  | 49,655  | 82,758    | 695,171    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 12,137 | 13,942 | 3,864  | 56,256  | 93,760    | 787,584    |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0      | 0       | 0         | 0          |
| NET UNDERWRITING GAIN                |          | 2,049  | -1,376 | -38    | -33,147 | -55,245   | -464,055   |
| NET INVESTMENT GAIN                  |          | 3,009  | 2,711  | 2,334  | 54,014  | 93,073    | 802,946    |
| OTHER INCOME                         |          | -1     | 40     | 0      | 2,569   | 3,561     | 29,365     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0      | 0      | 21,378  | 30,630    | 299,298    |
| FEDERAL INCOME TAXES INCURRED        |          | 1,938  | 659    | 1,151  | 3,565   | -1,335    | -8,778     |
| NET INCOME                           |          | 3,118  | 716    | 1,145  | -1,507  | 7,095     | 77,737     |
| SURPLUS BEGINNING YEAR               |          | 18,016 | 10,240 | 20,062 | 12,419  | 238,389   | 1,947,170  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11762 COMPANY: LIBERTY NATIONAL FIRE INSURANCE COMPANY  
38830 LINCOLN NATIONAL HEALTH & CASUALTY  
20311 LONDON ASSURANCE THENAIC NO: 33855 COMPANY: LINCOLN GENERAL INSURANCE COMPANY  
14400 LITITZ MUTUAL INSURANCE COMPANY  
34649 LONDON GUARANTEE & ACCIDENT COMPANY OF

|                                      | NAIC NO: | 11762   | 33855  | 38830   | 14400  | 20311   | 34649  |
|--------------------------------------|----------|---------|--------|---------|--------|---------|--------|
| ADMITTED ASSETS                      |          | 121,142 | 16,073 | 105,994 | 52,207 | 321,457 | 85,916 |
| LIABILITIES                          |          | 65,560  | 4,438  | 66,693  | 15,246 | 225,541 | 53,648 |
| SURPLUS                              |          | 55,582  | 10,434 | 39,301  | 36,960 | 95,916  | 32,267 |
| NET PREMIUMS WRITTEN                 |          | 58,775  | 9,320  | 61,430  | 17,350 | 114,896 | 38,654 |
| PREMIUMS EARNED                      |          | 58,359  | 7,266  | 57,997  | 17,727 | 113,501 | 26,402 |
| LOSSES INCURRED                      |          | 27,854  | 2,803  | 35,959  | 8,937  | 57,498  | 18,412 |
| LOSS EXPENSES INCURRED               |          | 2,344   | 401    | 1,071   | 1,227  | 17,814  | 2,515  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 27,375  | 1,381  | 16,218  | 7,719  | 37,675  | 11,753 |
| OTHER DEDUCTIONS                     |          | 0       | 0      | -2,000  | 0      | 0       | 0      |
| NET UNDERWRITING GAIN                |          | 784     | 2,680  | 6,749   | -158   | 512     | -6,278 |
| NET INVESTMENT GAIN                  |          | 7,529   | 747    | 8,495   | 2,932  | 16,725  | 7,373  |
| OTHER INCOME                         |          | 0       | -17    | 443     | -3     | 28      | -34    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 0      | 0       | 0      | 967     | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 2,551   | 1,046  | 5,576   | 832    | 7,726   | 1,953  |
| NET INCOME                           |          | 5,763   | 2,363  | 10,112  | 1,938  | 8,571   | -893   |
| SURPLUS BEGINNING YEAR               |          | 65,004  | 7,498  | 35,842  | 32,834 | 82,431  | 33,323 |

NAIC NO: 14435 COMPANY: LUMBER MUTUAL INSURANCE COMPANY  
22977 LUMBERMENS MUTUAL CASUALTY COMPANY  
29998 MARINE INDEMNITY INSURANCE COMPANY OFNAIC NO: 23108 COMPANY: LUMBERMEN'S UNDERWRITING ALLIANCE  
36897 MANUFACTURERS ALLIANCE INSURANCE COMPANY  
19356 MARYLAND CASUALTY COMPANY

|                                      | NAIC NO: | 14435   | 23108   | 22977     | 36897   | 29998  | 19356     |
|--------------------------------------|----------|---------|---------|-----------|---------|--------|-----------|
| ADMITTED ASSETS                      |          | 142,211 | 221,603 | 4,560,345 | 371,222 | 17,639 | 3,730,259 |
| LIABILITIES                          |          | 102,974 | 165,546 | 3,251,274 | 311,610 | 8,365  | 2,989,338 |
| SURPLUS                              |          | 39,236  | 56,057  | 1,309,070 | 59,611  | 9,274  | 740,921   |
| NET PREMIUMS WRITTEN                 |          | 71,783  | 147,445 | 1,756,439 | 141,620 | 6,362  | 1,881,240 |
| PREMIUMS EARNED                      |          | 70,752  | 153,664 | 1,648,086 | 138,206 | 6,738  | 1,757,794 |
| LOSSES INCURRED                      |          | 42,816  | 100,784 | 1,011,724 | 99,081  | 2,868  | 1,362,304 |
| LOSS EXPENSES INCURRED               |          | 4,542   | 12,087  | 187,883   | 14,922  | 370    | 239,763   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 27,141  | 48,355  | 440,805   | 25,383  | 2,442  | 536,836   |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0         | 0       | 0      | 0         |
| NET UNDERWRITING GAIN                |          | -3,746  | -7,562  | 7,672     | -1,180  | 1,057  | -381,110  |
| NET INVESTMENT GAIN                  |          | 7,160   | 9,560   | 263,411   | 22,743  | 1,453  | 284,071   |
| OTHER INCOME                         |          | -225    | -279    | 3,573     | -591    | -80    | -7,856    |
| DIVIDENDS TO POLICYHOLDERS           |          | 449     | 4,958   | 113,071   | 12,424  | 0      | 12,463    |
| FEDERAL INCOME TAXES INCURRED        |          | 966     | 62      | 75,380    | 3,900   | 844    | -43,802   |
| NET INCOME                           |          | 1,780   | -3,302  | 86,203    | 4,646   | 1,586  | -73,556   |
| SURPLUS BEGINNING YEAR               |          | 36,193  | 53,662  | 1,240,668 | 55,643  | 7,999  | 875,963   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22306 COMPANY: MASSACHUSETTS BAY INSURANCE COMPANY  
20451 MEAD REINSURANCE CORPORATION  
14486 MERCHANTS AND BUSINESS MEN'S MUTUALNAIC NO: 23639 COMPANY: MCA INSURANCE COMPANY  
11843 MEDICAL PROTECTIVE COMPANY, THE  
23337 MERCHANTS INSURANCE COMPANY OF NEW

|                                      | NAIC NO: | 22306  | 23639  | 20451   | 11843   | 14486  | 23337   |
|--------------------------------------|----------|--------|--------|---------|---------|--------|---------|
| ADMITTED ASSETS                      |          | 10,385 | 95,789 | 253,147 | 889,178 | 25,330 | 124,000 |
| LIABILITIES                          |          | 24     | 70,325 | 245,947 | 722,020 | 18,075 | 98,337  |
| SURPLUS                              |          | 10,361 | 25,464 | 7,199   | 167,157 | 7,255  | 25,663  |
| NET PREMIUMS WRITTEN                 |          | 0      | 55,352 | 16,963  | 203,744 | 9,422  | 65,631  |
| PREMIUMS EARNED                      |          | 0      | 53,699 | 17,449  | 193,450 | 8,898  | 63,048  |
| LOSSES INCURRED                      |          | 0      | 36,720 | 68,255  | 124,912 | 6,485  | 45,210  |
| LOSS EXPENSES INCURRED               |          | 0      | 5,233  | 7,044   | 71,018  | 1,036  | 6,164   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 0      | 10,280 | 5,359   | 13,534  | 4,489  | 14,056  |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0       | 0       | 0      | 0       |
| NET UNDERWRITING GAIN                |          | 0      | -5,534 | -63,209 | -16,014 | -3,112 | -2,382  |
| NET INVESTMENT GAIN                  |          | 660    | 3,956  | 10,786  | 57,878  | 1,794  | 8,711   |
| OTHER INCOME                         |          | 0      | 679    | 21,919  | 3,139   | -197   | 776     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0      | 0       | 0       | 163    | 30      |
| FEDERAL INCOME TAXES INCURRED        |          | 83     | -104   | -14,139 | 7,529   | 27     | 3,357   |
| NET INCOME                           |          | 571    | -1,794 | -16,364 | 37,473  | -1,706 | 3,718   |
| SURPLUS BEGINNING YEAR               |          | 9,318  | 20,621 | 4,354   | 151,374 | 9,570  | 23,522  |

NAIC NO: 23329 COMPANY: MERCHANTS MUTUAL INSURANCE COMPANY  
40169 METROPOLITAN CASUALTY INSURANCE COMPANY  
26298 METROPOLITAN PROPERTY AND LIABILITYNAIC NO: 19798 COMPANY: MERRIMACK MUTUAL FIRE INSURANCE COMPANY  
39950 METROPOLITAN GENERAL INSURANCE COMPANY  
38660 MIC GENERAL INSURANCE CORPORATION

|                                      | NAIC NO: | 23329   | 19798   | 40169  | 39950 | 26298     | 38660  |
|--------------------------------------|----------|---------|---------|--------|-------|-----------|--------|
| ADMITTED ASSETS                      |          | 140,808 | 263,093 | 15,873 | 5,599 | 1,005,327 | 68,797 |
| LIABILITIES                          |          | 117,365 | 101,996 | 5,838  | 378   | 779,016   | 41,367 |
| SURPLUS                              |          | 23,443  | 161,096 | 10,034 | 5,229 | 226,310   | 27,429 |
| NET PREMIUMS WRITTEN                 |          | 63,249  | 85,674  | 2,364  | 46    | 540,923   | 18,282 |
| PREMIUMS EARNED                      |          | 62,865  | 82,801  | 2,370  | 49    | 544,430   | 17,002 |
| LOSSES INCURRED                      |          | 46,301  | 39,159  | 1,597  | -6    | 359,520   | 12,542 |
| LOSS EXPENSES INCURRED               |          | 8,320   | 6,943   | 156    | -5    | 68,399    | 1,510  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 14,513  | 33,388  | 1,094  | 39    | 145,413   | 3,174  |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0      | 0     | 0         | 0      |
| NET UNDERWRITING GAIN                |          | -6,330  | 3,309   | -477   | 21    | -28,902   | -224   |
| NET INVESTMENT GAIN                  |          | 0,931   | 21,832  | 1,220  | 393   | 65,197    | 4,163  |
| OTHER INCOME                         |          | 509     | 195     | 367    | 5     | 2,853     | 675    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 0       | 0      | 0     | 578       | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 50      | 7,384   | 384    | 139   | 1,072     | 1,104  |
| NET INCOME                           |          | 3,060   | 17,952  | 725    | 281   | 37,497    | 3,589  |
| SURPLUS BEGINNING YEAR               |          | 21,733  | 144,289 | 9,304  | 4,947 | 194,449   | 26,421 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

|                                                             |         |                                                           |         |         |        |         |
|-------------------------------------------------------------|---------|-----------------------------------------------------------|---------|---------|--------|---------|
| NAIC NO: 38601 COMPANY: MIC PROPERTY AND CASUALTY INSURANCE |         | NAIC NO: 14508 COMPANY: MICHIGAN MILLERS MUTUAL INSURANCE |         |         |        |         |
| 23396 MICHIGAN MUTUAL INSURANCE COMPANY                     |         | 21687 MID-CENTURY INSURANCE COMPANY                       |         |         |        |         |
| 11932 MID-CONTINENT INSURANCE COMPANY                       |         | 23434 MIDDLESEX INSURANCE COMPANY                         |         |         |        |         |
| NAIC NO:                                                    | 38601   | 14508                                                     | 23396   | 21687   | 11932  | 23434   |
| ADMITTED ASSETS                                             | 244,668 | 153,804                                                   | 820,186 | 132,111 | 15,750 | 190,657 |
| LIABILITIES                                                 | 202,256 | 93,360                                                    | 603,845 | 98,313  | 4,225  | 156,130 |
| SURPLUS                                                     | 42,412  | 60,443                                                    | 216,340 | 33,797  | 11,523 | 34,526  |
| NET PREMIUMS WRITTEN                                        | 55,181  | 62,117                                                    | 368,526 | 80,967  | 4,207  | 91,748  |
| PREMIUMS EARNED                                             | 57,237  | 62,224                                                    | 356,310 | 79,067  | 3,713  | 90,224  |
| LOSSES INCURRED                                             | 46,948  | 31,378                                                    | 253,164 | 54,446  | 1,829  | 59,439  |
| LOSS EXPENSES INCURRED                                      | 5,241   | 8,302                                                     | 33,162  | 10,183  | 173    | 8,388   |
| OTHER UNDERWRITING EXPENSES INCURRED                        | 9,184   | 24,965                                                    | 111,346 | 21,471  | 816    | 26,717  |
| OTHER DEDUCTIONS                                            | 0       | 59                                                        | 0       | 0       | 0      | 0       |
| NET UNDERWRITING GAIN                                       | -4,136  | -2,481                                                    | -41,363 | -7,034  | 895    | -4,320  |
| NET INVESTMENT GAIN                                         | 15,814  | 10,142                                                    | 48,476  | 8,547   | 1,346  | 17,910  |
| OTHER INCOME                                                | 99      | 678                                                       | 534     | -1,547  | 23     | -1,398  |
| DIVIDENDS TO POLICYHOLDERS                                  | 0       | 142                                                       | 1,851   | 66      | 0      | 1,449   |
| FEDERAL INCOME TAXES INCURRED                               | 1,225   | 2,913                                                     | 887     | 0       | 770    | 2,840   |
| NET INCOME                                                  | 10,551  | 5,283                                                     | 4,909   | -100    | 1,494  | 7,902   |
| SURPLUS BEGINNING YEAR                                      | 43,583  | 58,268                                                    | 206,717 | 28,361  | 10,736 | 25,567  |

|                                                          |        |                                                          |        |        |         |         |
|----------------------------------------------------------|--------|----------------------------------------------------------|--------|--------|---------|---------|
| NAIC NO: 14559 COMPANY: MIDWEST MUTUAL INSURANCE COMPANY |        | NAIC NO: 23515 COMPANY: MIDWESTERN INDEMNITY COMPANY THE |        |        |         |         |
| 14575 MILLERS MUTUAL INSURANCE COMPANY                   |        | 23566 MILLERS NATIONAL INSURANCE COMPANY                 |        |        |         |         |
| 14583 MILLERS' MUTUAL INSURANCE ASSOCIATION              |        | 35424 MINNEHOMA INSURANCE COMPANY                        |        |        |         |         |
| NAIC NO:                                                 | 14559  | 23515                                                    | 14575  | 23566  | 14583   | 35424   |
| ADMITTED ASSETS                                          | 49,178 | 113,815                                                  | 31,670 | 33,444 | 134,809 | 121,477 |
| LIABILITIES                                              | 30,336 | 59,384                                                   | 11,749 | 24,505 | 89,935  | 102,357 |
| SURPLUS                                                  | 18,842 | 54,431                                                   | 19,921 | 8,938  | 44,873  | 19,119  |
| NET PREMIUMS WRITTEN                                     | 31,213 | 44,128                                                   | 12,232 | 9,759  | 63,963  | 44,200  |
| PREMIUMS EARNED                                          | 30,482 | 42,355                                                   | 12,252 | 6,349  | 62,679  | 39,815  |
| LOSSES INCURRED                                          | 14,668 | 18,020                                                   | 5,314  | 2,898  | 40,279  | 32,828  |
| LOSS EXPENSES INCURRED                                   | 2,005  | 4,756                                                    | 1,329  | 3,853  | 5,886   | 4,420   |
| OTHER UNDERWRITING EXPENSES INCURRED                     | 12,321 | 17,313                                                   | 4,978  | 6,173  | 23,373  | 9,189   |
| OTHER DEDUCTIONS                                         | 0      | 0                                                        | 0      | 0      | 0       | 0       |
| NET UNDERWRITING GAIN                                    | 1,487  | 2,265                                                    | 629    | -6,575 | -6,861  | -6,623  |
| NET INVESTMENT GAIN                                      | 3,839  | 7,432                                                    | 2,466  | 1,001  | 12,607  | 7,452   |
| OTHER INCOME                                             | 36     | -155                                                     | -19    | 122    | 137     | 21      |
| DIVIDENDS TO POLICYHOLDERS                               | 0      | 0                                                        | 0      | 0      | 661     | 0       |
| FEDERAL INCOME TAXES INCURRED                            | 1,665  | 1,920                                                    | 1,014  | 0      | 713     | 696     |
| NET INCOME                                               | 3,697  | 7,621                                                    | 2,062  | -5,452 | 4,509   | 155     |
| SURPLUS BEGINNING YEAR                                   | 16,169 | 46,726                                                   | 18,114 | 5,357  | 42,912  | 17,668  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

|                                                                                    |                                                                              |                                      |        |        |        |         |         |
|------------------------------------------------------------------------------------|------------------------------------------------------------------------------|--------------------------------------|--------|--------|--------|---------|---------|
| NAIC NO: 23582 COMPANY: MINNESOTA MUTUAL FIRE & CASUALTY COMPANY<br>14613<br>31232 | NAIC NO: 25607 COMPANY: MISSION AMERICAN INSURANCE COMPANY<br>32077<br>32190 | NAIC NO: 23582                       | 25607  | 14613  | 32077  | 31232   | 32190   |
|                                                                                    |                                                                              | ADMITTED ASSETS                      | 53,711 | 41,422 | 57,173 | 193,534 | 241,139 |
|                                                                                    |                                                                              | LIABILITIES                          | 35,469 | 3,518  | 35,367 | 81,704  | 156,997 |
|                                                                                    |                                                                              | SURPLUS                              | 18,241 | 37,904 | 21,805 | 111,829 | 84,142  |
|                                                                                    |                                                                              | NET PREMIUMS WRITTEN                 | 0      | -671   | 30,468 | 87,699  | 53,796  |
|                                                                                    |                                                                              | PREMIUMS EARNED                      | 0      | -442   | 29,885 | 87,708  | 58,360  |
|                                                                                    |                                                                              | LOSSES INCURRED                      | 0      | -511   | 16,373 | 80,254  | 45,533  |
|                                                                                    |                                                                              | LOSS EXPENSES INCURRED               | 0      | 3,979  | 2,703  | 11,574  | 2,193   |
|                                                                                    |                                                                              | OTHER UNDERWRITING EXPENSES INCURRED | 0      | 1,041  | 11,879 | 17,473  | 18,244  |
|                                                                                    |                                                                              | OTHER DEDUCTIONS                     | 0      | 0      | 0      | 0       | 0       |
|                                                                                    |                                                                              | NET UNDERWRITING GAIN                | 0      | -4,951 | -1,071 | -21,593 | -7,610  |
|                                                                                    |                                                                              | NET INVESTMENT GAIN                  | 0      | 4,016  | 3,333  | 46,075  | 16,602  |
|                                                                                    |                                                                              | OTHER INCOME                         | 0      | -415   | 53     | 859     | 0       |
|                                                                                    |                                                                              | DIVIDENDS TO POLICYHOLDERS           | 0      | 0      | 229    | 0       | 0       |
|                                                                                    |                                                                              | FEDERAL INCOME TAXES INCURRED        | 0      | 0      | 535    | -2,964  | 3,099   |
|                                                                                    |                                                                              | NET INCOME                           | 0      | -551   | 1,551  | 28,306  | 5,891   |
|                                                                                    |                                                                              | SURPLUS BEGINNING YEAR               | 17,067 | 29,166 | 20,632 | 114,927 | 76,719  |

|                                                                                   |                                                                                |        |           |        |         |           |
|-----------------------------------------------------------------------------------|--------------------------------------------------------------------------------|--------|-----------|--------|---------|-----------|
| NAIC NO: 29858 COMPANY: MORTGAGE GUARANTY INSURANCE CORPORATION<br>22012<br>32484 | NAIC NO: 11983 COMPANY: MOTOR CLUB OF IOWA INSURANCE COMPANY<br>21318<br>12041 |        |           |        |         |           |
| MOTORS INSURANCE CORPORATION                                                      | MT AIRY INSURANCE COMPANY                                                      |        |           |        |         |           |
| MUNICH AMERICAN REINSURANCE COMPANY OF                                            | MUNICIPAL BOND INVESTORS ASSURANCE                                             |        |           |        |         |           |
| NAIC NO:                                                                          | 29858                                                                          | 11983  | 22012     | 21318  | 32484   | 12041     |
| ADMITTED ASSETS                                                                   | 484,736                                                                        | 17,372 | 2,830,570 | 10,078 | 845,453 | 1,146,041 |
| LIABILITIES                                                                       | 279,235                                                                        | 9,363  | 2,149,561 | 328    | 625,142 | 770,024   |
| SURPLUS                                                                           | 205,500                                                                        | 8,008  | 681,008   | 9,750  | 220,310 | 376,016   |
| NET PREMIUMS WRITTEN                                                              | 131,603                                                                        | 10,916 | 1,050,665 | 0      | 284,889 | 149,910   |
| PREMIUMS EARNED                                                                   | 108,345                                                                        | 10,966 | 1,056,709 | 0      | 291,122 | 66,289    |
| LOSSES INCURRED                                                                   | 30,597                                                                         | 5,971  | 809,232   | 0      | 186,027 | 0         |
| LOSS EXPENSES INCURRED                                                            | 2,443                                                                          | 1,100  | 132,280   | 0      | 16,273  | 0         |
| OTHER UNDERWRITING EXPENSES INCURRED                                              | 37,035                                                                         | 4,896  | 150,793   | -170   | 91,168  | 48,417    |
| OTHER DEDUCTIONS                                                                  | 0                                                                              | 0      | 0         | 0      | 0       | 0         |
| NET UNDERWRITING GAIN                                                             | 38,268                                                                         | -1,001 | -35,597   | 170    | -2,346  | 17,872    |
| NET INVESTMENT GAIN                                                               | 27,773                                                                         | 2,818  | 218,682   | 781    | 54,750  | 67,541    |
| OTHER INCOME                                                                      | 0                                                                              | 0      | 69        | -330   | -559    | 768       |
| DIVIDENDS TO POLICYHOLDERS                                                        | 0                                                                              | 0      | 0         | 0      | 0       | 0         |
| FEDERAL INCOME TAXES INCURRED                                                     | 1,210                                                                          | 635    | 39,301    | 337    | 22,163  | 15,207    |
| NET INCOME                                                                        | 64,831                                                                         | 1,181  | 143,853   | 283    | 29,681  | 70,975    |
| SURPLUS BEGINNING YEAR                                                            | 247,532                                                                        | 7,381  | 563,056   | 9,136  | 195,384 | 361,335   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 31119 COMPANY: MUTUAL PROTECTIVE INSURANCE COMPANY  
20583 NAC REINSURANCE CORPORATION  
11991 NATIONAL CASUALTY COMPANYNAIC NO: 23647 COMPANY: MUTUAL SERVICE CASUALTY INSURANCE  
29580 NATIONAL ASSURANCE UNDERWRITERS, INC.  
15865 NATIONAL CHIROPRACTIC MUTUAL INSURANCE

|                                      | NAIC NO: | 31119  | 23647   | 20583   | 29580 | 11991   | 15865  |
|--------------------------------------|----------|--------|---------|---------|-------|---------|--------|
| ADMITTED ASSETS                      |          | 59,201 | 196,611 | 586,661 | 6,815 | 144,104 | 80,279 |
| LIABILITIES                          |          | 30,516 | 134,084 | 412,444 | 1,080 | 109,897 | 65,022 |
| SURPLUS                              |          | 28,685 | 62,526  | 174,217 | 5,734 | 34,206  | 15,256 |
| NET PREMIUMS WRITTEN                 |          | 40,228 | 86,557  | 171,430 | 1,660 | 39,458  | 32,190 |
| PREMIUMS EARNED                      |          | 37,118 | 86,297  | 161,978 | 882   | 39,981  | 30,130 |
| LOSSES INCURRED                      |          | 17,876 | 50,722  | 103,934 | 455   | 36,651  | 7,618  |
| LOSS EXPENSES INCURRED               |          | 1,060  | 11,896  | 20,756  | 62    | 3,443   | 17,226 |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 21,288 | 30,998  | 51,141  | 521   | 15,608  | 2,436  |
| OTHER DEDUCTIONS                     |          | 0      | 0       | 0       | 0     | 0       | 287    |
| NET UNDERWRITING GAIN                |          | -3,107 | -7,320  | -13,854 | -156  | -15,721 | 2,363  |
| NET INVESTMENT GAIN                  |          | 2,976  | 15,377  | 35,056  | 334   | 16,157  | 4,582  |
| OTHER INCOME                         |          | 0      | -892    | 0       | 1     | -1,157  | 567    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 150     | 0       | 0     | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 49     | 67      | 7,574   | 93    | 0       | 4,045  |
| NET INCOME                           |          | -180   | 6,947   | 13,628  | 86    | -722    | 3,467  |
| SURPLUS BEGINNING YEAR               |          | 28,605 | 54,476  | 163,233 | 5,148 | 27,696  | 11,384 |

NAIC NO: 10243 COMPANY: NATIONAL CONTINENTAL INSURANCE COMPANY  
23752 NATIONAL FARMERS UNION STANDARD  
23728 NATIONAL GENERAL INSURANCE COMPANYNAIC NO: 16217 COMPANY: NATIONAL FARMERS UNION PROPERTY AND  
20478 NATIONAL FIRE INSURANCE COMPANY OF  
14788 NATIONAL GRANGE MUTUAL INSURANCE COMPANY

|                                      | NAIC NO: | 10243   | 16217   | 23752  | 20478     | 23728   | 14788   |
|--------------------------------------|----------|---------|---------|--------|-----------|---------|---------|
| ADMITTED ASSETS                      |          | 124,157 | 139,049 | 13,905 | 1,227,629 | 158,973 | 259,999 |
| LIABILITIES                          |          | 85,505  | 99,788  | 8,202  | 950,268   | 117,767 | 187,425 |
| SURPLUS                              |          | 38,651  | 39,261  | 5,702  | 277,360   | 41,206  | 72,574  |
| NET PREMIUMS WRITTEN                 |          | 85,185  | 79,715  | 11,234 | 397,200   | 117,447 | 144,248 |
| PREMIUMS EARNED                      |          | 72,603  | 83,534  | 9,559  | 379,925   | 109,099 | 133,702 |
| LOSSES INCURRED                      |          | 37,802  | 41,729  | 4,314  | 273,630   | 68,226  | 87,407  |
| LOSS EXPENSES INCURRED               |          | 7,923   | 10,067  | 1,198  | 39,702    | 14,910  | 10,063  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 25,936  | 30,599  | 4,029  | 94,491    | 25,092  | 40,569  |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0      | 0         | 196     | 0       |
| NET UNDERWRITING GAIN                |          | 940     | 1,138   | 16     | -27,898   | 672     | -4,337  |
| NET INVESTMENT GAIN                  |          | 4,802   | 11,415  | 1,004  | 94,505    | 13,063  | 13,372  |
| OTHER INCOME                         |          | 1,277   | -5      | -11    | -467      | 121     | -551    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 17      | 0      | 11,652    | 0       | 37      |
| FEDERAL INCOME TAXES INCURRED        |          | 2,754   | 510     | 0      | 0         | 5,720   | 3,477   |
| NET INCOME                           |          | 4,266   | 12,019  | 1,009  | 54,487    | 8,137   | 4,968   |
| SURPLUS BEGINNING YEAR               |          | 19,960  | 27,235  | 4,935  | 200,513   | 26,942  | 65,073  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

MAIC NO: 20087 COMPANY: NATIONAL INDEMNITY COMPANY  
20052 NATIONAL LIABILITY AND FIRE INSURANCE  
21881 NATIONAL SURETY CORPORATIONMAIC NO: 23736 COMPANY: NATIONAL INSURANCE UNDERWRITERS  
34835 NATIONAL REINSURANCE CORPORATION  
19445 NATIONAL UNION FIRE INSURANCE COMPANY OF

|                                      | MAIC NO: 20087 | 23736 | 20052   | 34835   | 21881   | 19445     |
|--------------------------------------|----------------|-------|---------|---------|---------|-----------|
| ADMITTED ASSETS                      | 3,069,686      | 5,827 | 139,573 | 933,876 | 564,709 | 5,003,698 |
| LIABILITIES                          | 1,041,211      | 3,514 | 21,455  | 733,985 | 456,594 | 4,221,497 |
| SURPLUS                              | 2,028,394      | 2,313 | 118,117 | 199,890 | 108,115 | 782,200   |
| NET PREMIUMS WRITTEN                 | 248,933        | 0     | 20,008  | 281,087 | 186,510 | 2,031,399 |
| PREMIUMS EARNED                      | 317,205        | 0     | 15,527  | 278,932 | 197,449 | 1,925,109 |
| LOSSES INCURRED                      | 174,982        | -343  | 7,369   | 211,395 | 112,453 | 1,348,060 |
| LOSS EXPENSES INCURRED               | 46,339         | 32    | 2,741   | 17,430  | 36,798  | 273,656   |
| OTHER UNDERWRITING EXPENSES INCURRED | 84,188         | 604   | 5,675   | 56,010  | 62,518  | 316,478   |
| OTHER DEDUCTIONS                     | 0              | 0     | 0       | 0       | 0       | 0         |
| NET UNDERWRITING GAIN                | 11,855         | -294  | -258    | -5,904  | -14,321 | -13,085   |
| NET INVESTMENT GAIN                  | 230,335        | 202   | 8,444   | 66,837  | 36,777  | 195,489   |
| OTHER INCOME                         | -1,993         | 141   | -1,697  | 0       | -286    | -936      |
| DIVIDENDS TO POLICYHOLDERS           | 3,287          | 0     | 0       | 0       | -108    | 4,966     |
| FEDERAL INCOME TAXES INCURRED        | 56,100         | -6    | 327     | 25,113  | 5,764   | 81,665    |
| NET INCOME                           | 180,809        | 55    | 6,160   | 35,819  | 16,512  | 94,835    |
| SURPLUS BEGINNING YEAR               | 1,415,503      | 2,422 | 106,254 | 163,909 | 84,549  | 636,575   |

MAIC NO: 23760 COMPANY: NATIONWIDE GENERAL INSURANCE COMPANY  
23787 NATIONWIDE MUTUAL INSURANCE COMPANY  
24171 NETHERLANDS INSURANCE COMPANY THEMAIC NO: 23779 COMPANY: NATIONWIDE MUTUAL FIRE INSURANCE  
42307 NAVIGATORS INSURANCE COMPANY  
21830 NEW ENGLAND INSURANCE COMPANY

|                                      | MAIC NO: 23760 | 23779     | 23787     | 42307   | 24171  | 21830   |
|--------------------------------------|----------------|-----------|-----------|---------|--------|---------|
| ADMITTED ASSETS                      | 42,555         | 1,382,719 | 8,412,885 | 114,081 | 46,507 | 204,505 |
| LIABILITIES                          | 34,704         | 1,039,831 | 6,191,363 | 68,641  | 33,932 | 147,886 |
| SURPLUS                              | 7,850          | 342,887   | 2,221,522 | 45,440  | 12,574 | 56,619  |
| NET PREMIUMS WRITTEN                 | 21,846         | 655,407   | 3,877,830 | 41,115  | 24,385 | 78,625  |
| PREMIUMS EARNED                      | 21,575         | 647,270   | 3,829,685 | 36,163  | 23,677 | 79,567  |
| LOSSES INCURRED                      | 14,409         | 432,676   | 2,559,539 | 22,081  | 14,343 | 50,416  |
| LOSS EXPENSES INCURRED               | 2,286          | 68,468    | 485,250   | 880     | 2,441  | 8,124   |
| OTHER UNDERWRITING EXPENSES INCURRED | 5,621          | 160,648   | 997,834   | 12,494  | 8,196  | 22,114  |
| OTHER DEDUCTIONS                     | 51             | 1,445     | 8,674     | 0       | 0      | 0       |
| NET UNDERWRITING GAIN                | -793           | -23,967   | -141,613  | 708     | -1,304 | -1,088  |
| NET INVESTMENT GAIN                  | 3,077          | 101,068   | 490,949   | 7,718   | 3,503  | 13,981  |
| OTHER INCOME                         | -54            | -1,632    | -9,614    | 0       | -137   | -17     |
| DIVIDENDS TO POLICYHOLDERS           | 286            | 8,602     | 50,899    | 0       | 72     | 775     |
| FEDERAL INCOME TAXES INCURRED        | 853            | 4,220     | -992      | 1,941   | 585    | 0       |
| NET INCOME                           | 1,090          | 62,644    | 289,813   | 6,485   | 1,483  | 12,099  |
| SURPLUS BEGINNING YEAR               | 6,739          | 293,473   | 1,986,783 | 38,241  | 11,998 | 44,280  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23833 COMPANY: NEW HAMPSHIRE INDEMNITY COMPANY INC  
12130 NEW SOUTH INSURANCE COMPANY  
24643 NEWARK INSURANCE COMPANYNAIC NO: 23841 COMPANY: NEW HAMPSHIRE INSURANCE COMPANY  
16608 NEW YORK MARINE AND GENERAL INSURANCE  
35106 NIAGARA FIRE INSURANCE COMPANY

|                                      | NAIC NO: | 23833 | 23841     | 12130  | 16608   | 24643   | 35106   |
|--------------------------------------|----------|-------|-----------|--------|---------|---------|---------|
| ADMITTED ASSETS                      |          | 7,697 | 1,928,788 | 27,878 | 226,489 | 277,309 | 129,836 |
| LIABILITIES                          |          | 1     | 1,534,251 | 18,099 | 144,786 | 231,504 | 102,719 |
| SURPLUS                              |          | 7,696 | 394,536   | 9,779  | 81,702  | 45,804  | 27,116  |
| NET PREMIUMS WRITTEN                 |          | 0     | 1,056,039 | 26,383 | 61,334  | 130,922 | 52,703  |
| PREMIUMS EARNED                      |          | 0     | 1,070,372 | 23,748 | 60,817  | 129,572 | 51,887  |
| LOSSES INCURRED                      |          | 0     | 699,827   | 13,716 | 35,614  | 90,343  | 32,177  |
| LOSS EXPENSES INCURRED               |          | 0     | 100,928   | 1,056  | 2,808   | 21,503  | 5,823   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 0     | 302,305   | 5,690  | 17,335  | 38,505  | 16,578  |
| OTHER DEDUCTIONS                     |          | 0     | 0         | 0      | 0       | 0       | 0       |
| NET UNDERWRITING GAIN                |          | 8     | -32,688   | 3,283  | 5,058   | -20,778 | -2,691  |
| NET INVESTMENT GAIN                  |          | 584   | 94,330    | 2,106  | 11,477  | 17,590  | 6,951   |
| OTHER INCOME                         |          | 0     | -4,686    | -388   | -1,122  | -419    | -512    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0     | 1,917     | 0      | 0       | 2,628   | 285     |
| FEDERAL INCOME TAXES INCURRED        |          | 0     | 11,520    | 1,969  | 4,102   | -771    | 1,089   |
| NET INCOME                           |          | 584   | 43,516    | 3,832  | 11,311  | -5,464  | 2,372   |
| SURPLUS BEGINNING YEAR               |          | 7,069 | 362,140   | 6,987  | 67,822  | 51,206  | 21,165  |

NAIC NO: 32301 COMPANY: NICHIDO FIRE AND MARINE INSURANCE  
23965 NORFOLK AND DEDHAM MUTUAL FIRE  
25364 NORTH AMERICAN REINSURANCE CORPORATIONNAIC NO: 26107 COMPANY: NORDIA INSURANCE COMPANY  
43702 NORTH AMERICAN LUMBER INSURANCE COMPANY  
29874 NORTH AMERICAN SPECIALTY INSURANCE

|                                      | NAIC NO: | 32301  | 26107   | 23965   | 43702  | 25364   | 29874  |
|--------------------------------------|----------|--------|---------|---------|--------|---------|--------|
| ADMITTED ASSETS                      |          | 37,161 | 11,447  | 148,162 | 15,530 | 852,419 | 19,418 |
| LIABILITIES                          |          | 24,987 | 385     | 100,054 | 6,803  | 582,838 | 7,643  |
| SURPLUS                              |          | 12,174 | 11,141  | 48,107  | 8,726  | 269,580 | 11,774 |
| NET PREMIUMS WRITTEN                 |          | 16,492 | -71,781 | 90,225  | 5,540  | 274,784 | 5,255  |
| PREMIUMS EARNED                      |          | 10,155 | 1       | 85,968  | 5,490  | 303,255 | 3,369  |
| LOSSES INCURRED                      |          | 8,163  | 1       | 54,320  | 3,309  | 179,788 | 1,609  |
| LOSS EXPENSES INCURRED               |          | 1,633  | 0       | 5,345   | 426    | 26,892  | 255    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 1,900  | -14,182 | 31,485  | 2,008  | 92,828  | 3,854  |
| OTHER DEDUCTIONS                     |          | 0      | 0       | 488     | 0      | 0       | 0      |
| NET UNDERWRITING GAIN                |          | -1,541 | 14,183  | -5,511  | -254   | 3,753   | -2,350 |
| NET INVESTMENT GAIN                  |          | 2,466  | 3,686   | 9,023   | 755    | 50,570  | 650    |
| OTHER INCOME                         |          | -2     | 0       | 271     | -74    | -4,352  | -34    |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0       | 0       | 59     | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 578    | -7,708  | 2,152   | 101    | 8,337   | 0      |
| NET INCOME                           |          | 344    | 25,497  | 1,631   | 266    | 41,634  | -1,733 |
| SURPLUS BEGINNING YEAR               |          | 11,863 | 146,831 | 43,783  | 8,307  | 214,717 | 12,851 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21105 COMPANY: NORTH RIVER INSURANCE COMPANY THE  
36455 NORTHBROOK INDEMNITY COMPANY  
19224 NORTHBROOK PROPERTY AND CASUALTYNAIC NO: 22047 COMPANY: NORTH STAR REINSURANCE CORPORATION  
36463 NORTHBROOK NATIONAL INSURANCE COMPANY  
38369 NORTHERN ASSURANCE COMPANY OF AMERICA

|                                      | NAIC NO: | 21105     | 22047   | 36455  | 36463  | 19224   | 38369   |
|--------------------------------------|----------|-----------|---------|--------|--------|---------|---------|
| ADMITTED ASSETS                      |          | 1,530,641 | 430,256 | 17,469 | 21,890 | 159,838 | 474,360 |
| LIABILITIES                          |          | 1,295,873 | 329,433 | 5,918  | 10,572 | 37,174  | 344,114 |
| SURPLUS                              |          | 234,767   | 100,823 | 11,551 | 11,317 | 122,664 | 130,245 |
| NET PREMIUMS WRITTEN                 |          | 511,979   | 72,836  | 0      | 0      | 0       | 240,726 |
| PREMIUMS EARNED                      |          | 539,330   | 85,211  | 0      | 0      | 0       | 231,605 |
| LOSSES INCURRED                      |          | 351,437   | 59,160  | 0      | 0      | 0       | 148,291 |
| LOSS EXPENSES INCURRED               |          | 76,408    | 5,820   | 0      | 0      | 0       | 29,667  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 162,587   | 23,106  | 0      | 0      | 0       | 71,974  |
| OTHER DEDUCTIONS                     |          | 0         | 0       | 0      | 0      | 0       | 0       |
| NET UNDERWRITING GAIN                |          | -51,183   | -2,876  | 0      | 0      | 0       | -18,327 |
| NET INVESTMENT GAIN                  |          | 132,831   | 24,709  | 957    | 976    | 9,361   | 27,291  |
| OTHER INCOME                         |          | -7,060    | 80      | 0      | 0      | 0       | -239    |
| DIVIDENDS TO POLICYHOLDERS           |          | 9,315     | 0       | 0      | 0      | 0       | 540     |
| FEDERAL INCOME TAXES INCURRED        |          | -760      | 304     | 210    | 205    | 203     | 0       |
| NET INCOME                           |          | 66,031    | 21,608  | 747    | 771    | 9,158   | 8,183   |
| SURPLUS BEGINNING YEAR               |          | 175,094   | 84,658  | 10,879 | 10,722 | 112,844 | 123,368 |

NAIC NO: 19372 COMPANY: NORTHERN INSURANCE COMPANY OF NEW YORK  
24015 NORTHLAND INSURANCE COMPANY  
23914 NORTHWESTERN NATIONAL INSURANCE COMPANYNAIC NO: 24031 COMPANY: NORTHLAND CASUALTY COMPANY  
23906 NORTHWESTERN NATIONAL CASUALTY COMPANY  
23248 OCCIDENTAL FIRE & CASUALTY COMPANY OF

|                                      | NAIC NO: | 19372  | 24031  | 24015   | 23906   | 23914   | 23248   |
|--------------------------------------|----------|--------|--------|---------|---------|---------|---------|
| ADMITTED ASSETS                      |          | 46,384 | 30,057 | 193,270 | 300,840 | 213,483 | 88,437  |
| LIABILITIES                          |          | 265    | 21,798 | 128,566 | 226,785 | 179,322 | 77,844  |
| SURPLUS                              |          | 46,119 | 8,259  | 64,804  | 74,054  | 34,160  | 10,593  |
| NET PREMIUMS WRITTEN                 |          | 0      | 20,133 | 98,791  | 151,681 | 4,738   | 23,049  |
| PREMIUMS EARNED                      |          | 0      | 18,414 | 98,929  | 142,221 | -6,423  | 22,925  |
| LOSSES INCURRED                      |          | 0      | 8,197  | 45,838  | 76,727  | 11,142  | 14,602  |
| LOSS EXPENSES INCURRED               |          | 0      | 2,075  | 10,396  | 14,173  | 11,210  | 6,402   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 0      | 7,770  | 33,400  | 55,567  | 640     | 13,036  |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0       | 0       | 0       | 0       |
| NET UNDERWRITING GAIN                |          | 0      | 369    | 9,293   | -4,266  | -29,416 | -11,114 |
| NET INVESTMENT GAIN                  |          | 3,473  | 1,548  | 7,979   | 20,214  | 6,741   | 4,026   |
| OTHER INCOME                         |          | 0      | 2      | -337    | -368    | -1,208  | -13,726 |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0      | 0       | 1,279   | 0       | 0       |
| FEDERAL INCOME TAXES INCURRED        |          | 138    | 1,006  | 7,074   | 0       | 0       | 1,407   |
| NET INCOME                           |          | 3,335  | 914    | 9,861   | 14,299  | -23,883 | -22,221 |
| SURPLUS BEGINNING YEAR               |          | 42,405 | 6,741  | 56,761  | 62,662  | 33,567  | 16,831  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24074 COMPANY: OHIO CASUALTY INSURANCE COMPANY THE  
26565 OHIO INDEMNITY COMPANY  
12254 OMAHA INDEMNITY COMPANY THENAIC NO: 24104 COMPANY: OHIO FARMERS INSURANCE COMPANY  
24147 OLD REPUBLIC INSURANCE COMPANY  
37540 OMAHA PROPERTY AND CASUALTY INSURANCE

|                                      | NAIC NO: 24074 | 24104   | 26565 | 24147     | 12254   | 37540  |
|--------------------------------------|----------------|---------|-------|-----------|---------|--------|
| ADMITTED ASSETS                      | 1,408,242      | 524,665 | 4,760 | 1,088,475 | 95,637  | 52,577 |
| LIABILITIES                          | 956,099        | 292,016 | 684   | 837,131   | 101,413 | 35,109 |
| SURPLUS                              | 452,142        | 232,648 | 4,076 | 251,344   | -5,776  | 17,468 |
| NET PREMIUMS WRITTEN                 | 636,023        | 196,927 | 3,514 | 225,499   | -29,443 | 25,160 |
| PREMIUMS EARNED                      | 629,509        | 190,772 | 3,207 | 241,615   | -29,452 | 30,347 |
| LOSSES INCURRED                      | 347,262        | 111,254 | 1,801 | 148,511   | -3,063  | 22,078 |
| LOSS EXPENSES INCURRED               | 74,650         | 18,094  | 156   | 26,249    | 7,272   | 2,984  |
| OTHER UNDERWRITING EXPENSES INCURRED | 204,781        | 64,461  | 563   | 61,078    | -5,792  | 6,643  |
| OTHER DEDUCTIONS                     | 0              | 0       | 0     | 0         | 0       | 0      |
| NET UNDERWRITING GAIN                | 2,895          | 4,963   | 765   | 5,776     | -27,869 | -2,158 |
| NET INVESTMENT GAIN                  | 84,598         | 19,134  | 253   | 57,023    | 6,105   | 3,747  |
| OTHER INCOME                         | -906           | -11,094 | 0     | -685      | 7       | 350    |
| DIVIDENDS TO POLICYHOLDERS           | 9,103          | 0       | 0     | 22,579    | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED        | 23,484         | 3,321   | 291   | 7,404     | 8       | -144   |
| NET INCOME                           | 53,998         | 8,881   | 728   | 32,129    | -21,764 | 2,083  |
| SURPLUS BEGINNING YEAR               | 442,401        | 195,457 | 2,505 | 218,810   | 6,206   | 15,367 |

NAIC NO: 39098 COMPANY: OMNI INSURANCE COMPANY  
20346 PACIFIC INDEMNITY COMPANY  
14931 PAWTUCKET MUTUAL INSURANCE COMPANYNAIC NO: 22748 COMPANY: PACIFIC EMPLOYERS INSURANCE COMPANY  
23442 PATRIOT GENERAL INSURANCE COMPANY  
18783 PAXTON NATIONAL INSURANCE COMPANY

|                                      | NAIC NO: 39098 | 22748   | 20346     | 23442 | 14931  | 18783  |
|--------------------------------------|----------------|---------|-----------|-------|--------|--------|
| ADMITTED ASSETS                      | 23,862         | 487,469 | 1,161,400 | 9,210 | 96,044 | 8,216  |
| LIABILITIES                          | 15,429         | 354,485 | 917,147   | 4,937 | 59,717 | 8,066  |
| SURPLUS                              | 8,432          | 132,983 | 244,253   | 4,272 | 36,326 | 150    |
| NET PREMIUMS WRITTEN                 | 20,352         | 127,547 | 482,712   | 0     | 51,562 | 8,199  |
| PREMIUMS EARNED                      | 15,942         | 128,446 | 465,253   | 0     | 45,046 | 6,755  |
| LOSSES INCURRED                      | 9,371          | 81,798  | 234,406   | 0     | 27,142 | 0,117  |
| LOSS EXPENSES INCURRED               | 1,250          | 17,502  | 75,379    | 0     | 5,357  | 1,023  |
| OTHER UNDERWRITING EXPENSES INCURRED | 6,265          | 38,111  | 156,585   | 0     | 18,735 | 2,100  |
| OTHER DEDUCTIONS                     | 0              | 0       | 0         | 0     | 0      | 0      |
| NET UNDERWRITING GAIN                | -944           | -8,966  | -1,118    | 0     | -6,188 | -4,494 |
| NET INVESTMENT GAIN                  | 1,161          | 24,453  | 58,423    | 207   | 5,929  | 172    |
| OTHER INCOME                         | 182            | 605     | 1,469     | 0     | 36     | -119   |
| DIVIDENDS TO POLICYHOLDERS           | 0              | 2,522   | 4,234     | 0     | -6     | 0      |
| FEDERAL INCOME TAXES INCURRED        | 0              | 4,203   | 12,100    | 60    | 316    | 0      |
| NET INCOME                           | 399            | 9,366   | 42,431    | 147   | -533   | -4,441 |
| SURPLUS BEGINNING YEAR               | 0.232          | 114,325 | 204,490   | 4,058 | 36,052 | 3,548  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24198 COMPANY: PEERLESS INSURANCE COMPANY  
40282 PENN CASUALTY INSURANCE COMPANY  
14974 PENNSYLVANIA LUMBERMENS MUTUAL INSURANCENAIC NO: 14958 COMPANY: PENINSULA INSURANCE COMPANY THE  
21962 PENNSYLVANIA GENERAL INSURANCE COMPANY  
41424 PENNSYLVANIA MANUFACTURERS INDEMNITY

|                                      | NAIC NO: | 24198   | 14958  | 40282  | 21962   | 14974  | 41424   |
|--------------------------------------|----------|---------|--------|--------|---------|--------|---------|
| ADMITTED ASSETS                      |          | 345,014 | 19,839 | 35,597 | 406,340 | 99,842 | 373,278 |
| LIABILITIES                          |          | 252,841 | 13,422 | 25,237 | 198,597 | 57,503 | 316,487 |
| SURPLUS                              |          | 92,173  | 6,417  | 10,360 | 207,742 | 42,338 | 56,791  |
| NET PREMIUMS WRITTEN                 |          | 182,893 | 10,934 | 9,922  | 124,077 | 39,949 | 141,620 |
| PREMIUMS EARNED                      |          | 177,584 | 10,773 | 692    | 120,329 | 42,096 | 138,206 |
| LOSSES INCURRED                      |          | 107,577 | 5,578  | -599   | 75,931  | 22,106 | 99,081  |
| LOSS EXPENSES INCURRED               |          | 18,311  | 1,495  | -100   | 13,448  | 5,308  | 14,922  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 61,469  | 3,600  | 4,842  | 38,762  | 13,629 | 25,383  |
| OTHER DEDUCTIONS                     |          | 0       | 0      | 0      | 0       | 0      | 0       |
| NET UNDERWRITING GAIN                |          | -9,773  | 99     | -3,450 | -7,813  | 1,051  | -1,180  |
| NET INVESTMENT GAIN                  |          | 23,858  | 1,173  | 1,942  | 41,397  | 5,845  | 20,964  |
| OTHER INCOME                         |          | -539    | 0      | 0      | -120    | -111   | -591    |
| DIVIDENDS TO POLICYHOLDERS           |          | 544     | 0      | 0      | 295     | 51     | 12,424  |
| FEDERAL INCOME TAXES INCURRED        |          | 3,993   | 460    | 0      | 8,009   | 2,578  | 3,638   |
| NET INCOME                           |          | 9,006   | 811    | -1,507 | 25,159  | 4,155  | 3,129   |
| SURPLUS BEGINNING YEAR               |          | 85,057  | 3,692  | 11,868 | 198,148 | 37,295 | 54,340  |

NAIC NO: 12262 COMPANY: PENNSYLVANIA MANUFACTURERS' ASSOCIATION  
14990 PENNSYLVANIA NATIONAL MUTUAL CASUALTY  
35718 PHICO INSURANCE COMPANYNAIC NO: 14982 COMPANY: PENNSYLVANIA MILLERS MUTUAL INSURANCE  
12297 PETROLEUM CASUALTY COMPANY  
12319 PHILADELPHIA REINSURANCE CORPORATION

|                                      | NAIC NO: | 12262     | 14982  | 14990   | 12297  | 35718   | 12319   |
|--------------------------------------|----------|-----------|--------|---------|--------|---------|---------|
| ADMITTED ASSETS                      |          | 1,136,560 | 74,366 | 586,529 | 43,004 | 501,975 | 181,989 |
| LIABILITIES                          |          | 963,228   | 39,804 | 482,886 | 34,520 | 430,074 | 118,544 |
| SURPLUS                              |          | 173,332   | 34,561 | 103,643 | 8,483  | 71,901  | 63,444  |
| NET PREMIUMS WRITTEN                 |          | 424,860   | 21,848 | 265,004 | 17,440 | 132,191 | 44,082  |
| PREMIUMS EARNED                      |          | 414,619   | 22,526 | 264,226 | 17,017 | 129,472 | 47,452  |
| LOSSES INCURRED                      |          | 297,244   | 13,980 | 159,701 | 12,092 | 87,759  | 38,820  |
| LOSS EXPENSES INCURRED               |          | 44,767    | 2,046  | 34,764  | 2,391  | 41,456  | 5,000   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 76,150    | 9,863  | 83,184  | 2,496  | 11,990  | 13,760  |
| OTHER DEDUCTIONS                     |          | 0         | 0      | 0       | 0      | 0       | 0       |
| NET UNDERWRITING GAIN                |          | -3,542    | -3,363 | -13,423 | 37     | -11,734 | -2,209  |
| NET INVESTMENT GAIN                  |          | 80,478    | 5,586  | 37,880  | 2,911  | 29,871  | 10,219  |
| OTHER INCOME                         |          | -1,774    | 5      | -5,060  | 0      | -131    | 0       |
| DIVIDENDS TO POLICYHOLDERS           |          | 37,272    | -50    | 5,850   | 0      | 4,928   | 0       |
| FEDERAL INCOME TAXES INCURRED        |          | 6,652     | 1,022  | 261     | 0      | 413     | 3,489   |
| NET INCOME                           |          | 31,235    | 1,255  | 13,284  | 2,949  | 12,663  | 4,520   |
| SURPLUS BEGINNING YEAR               |          | 178,523   | 32,237 | 93,291  | 8,234  | 64,445  | 63,108  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

|                                                                                                                                 |          |                                                                                                                                     |        |           |        |        |         |
|---------------------------------------------------------------------------------------------------------------------------------|----------|-------------------------------------------------------------------------------------------------------------------------------------|--------|-----------|--------|--------|---------|
| NAIC NO: 35262 COMPANY: PHOENIX ASSURANCE COMPANY OF NEW YORK<br>25623 PHOENIX INSURANCE COMPANY THE<br>29688 PHI INSURANCE CO. |          | NAIC NO: 38962 COMPANY: PHOENIX GENERAL INSURANCE COMPANY<br>24430 PLANET INSURANCE COMPANY<br>27251 PHI MORTGAGE INSURANCE COMPANY |        |           |        |        |         |
|                                                                                                                                 | NAIC NO: | 35262                                                                                                                               | 38962  | 25623     | 24430  | 29688  | 27251   |
| ADMITTED ASSETS                                                                                                                 |          | 91,204                                                                                                                              | 27,473 | 2,210,108 | 34,839 | 22,687 | 447,450 |
| LIABILITIES                                                                                                                     |          | 12,000                                                                                                                              | 8,021  | 1,676,558 | 27,152 | 3,860  | 219,274 |
| SURPLUS                                                                                                                         |          | 79,204                                                                                                                              | 19,452 | 533,549   | 7,686  | 18,827 | 228,175 |
| NET PREMIUMS WRITTEN                                                                                                            |          | -2,238                                                                                                                              | 4,567  | 773,571   | 13,353 | 380    | 96,793  |
| PREMIUMS EARNED                                                                                                                 |          | 6,449                                                                                                                               | 3,387  | 817,519   | 12,396 | 880    | 86,848  |
| LOSSES INCURRED                                                                                                                 |          | 3,197                                                                                                                               | 2,219  | 527,079   | 6,914  | 281    | 99,304  |
| LOSS EXPENSES INCURRED                                                                                                          |          | 328                                                                                                                                 | 379    | 95,814    | 1,793  | -29    | 4,048   |
| OTHER UNDERWRITING EXPENSES INCURRED                                                                                            |          | -137                                                                                                                                | 2,637  | 228,795   | 4,597  | 875    | 29,114  |
| OTHER DEDUCTIONS                                                                                                                |          | 0                                                                                                                                   | 12     | 0         | 0      | 0      | 0       |
| NET UNDERWRITING GAIN                                                                                                           |          | 3,060                                                                                                                               | -1,861 | -34,169   | -909   | -246   | -45,618 |
| NET INVESTMENT GAIN                                                                                                             |          | 9,261                                                                                                                               | 1,915  | 123,929   | 791    | 1,993  | 4,324   |
| OTHER INCOME                                                                                                                    |          | 47                                                                                                                                  | -442   | -460      | 5      | 0      | 15      |
| DIVIDENDS TO POLICYHOLDERS                                                                                                      |          | 0                                                                                                                                   | 0      | 8,516     | 85     | 0      | 0       |
| FEDERAL INCOME TAXES INCURRED                                                                                                   |          | 2,451                                                                                                                               | -1,187 | 10,469    | 587    | -54    | -12,555 |
| NET INCOME                                                                                                                      |          | 9,919                                                                                                                               | 798    | 70,314    | -784   | 1,800  | -28,722 |
| SURPLUS BEGINNING YEAR                                                                                                          |          | 72,052                                                                                                                              | 20,101 | 522,414   | 7,650  | 17,409 | 225,547 |

|                                                                                                                                                          |        |                                                                                                                                                      |         |        |        |         |
|----------------------------------------------------------------------------------------------------------------------------------------------------------|--------|------------------------------------------------------------------------------------------------------------------------------------------------------|---------|--------|--------|---------|
| NAIC NO: 40134 COMPANY: POTOMAC INSURANCE COMPANY OF ILLINOIS<br>15032 PREFERRED RISK MUTUAL INSURANCE COMPANY<br>32204 PRESERVER ASSURANCE COMPANY, THE |        | NAIC NO: 15024 COMPANY: PREFERRED MUTUAL INSURANCE COMPANY<br>36633 PREMIER ALLIANCE INSURANCE COMPANY<br>31925 PRINCIPAL CASUALTY INSURANCE COMPANY |         |        |        |         |
| NAIC NO:                                                                                                                                                 | 40134  | 15024                                                                                                                                                | 15032   | 36633  | 32204  | 31925   |
| ADMITTED ASSETS                                                                                                                                          | 51,741 | 99,403                                                                                                                                               | 236,191 | 10,340 | 12,722 | 320,774 |
| LIABILITIES                                                                                                                                              | 20,651 | 71,499                                                                                                                                               | 130,678 | 5,733  | 7,555  | 219,046 |
| SURPLUS                                                                                                                                                  | 31,089 | 27,904                                                                                                                                               | 105,512 | 4,607  | 5,167  | 101,728 |
| NET PREMIUMS WRITTEN                                                                                                                                     | 13,786 | 55,164                                                                                                                                               | 152,376 | 1,501  | 11,675 | 98,104  |
| PREMIUMS EARNED                                                                                                                                          | 13,369 | 52,232                                                                                                                                               | 149,467 | 1,405  | 11,380 | 97,217  |
| LOSSES INCURRED                                                                                                                                          | 8,436  | 28,652                                                                                                                                               | 82,477  | 793    | 6,211  | 87,394  |
| LOSS EXPENSES INCURRED                                                                                                                                   | 1,494  | 5,130                                                                                                                                                | 13,356  | 190    | 657    | 4,787   |
| OTHER UNDERWRITING EXPENSES INCURRED                                                                                                                     | 4,307  | 16,442                                                                                                                                               | 52,861  | 902    | 3,254  | 16,855  |
| OTHER DEDUCTIONS                                                                                                                                         | 0      | 0                                                                                                                                                    | 0       | 0      | 0      | 0       |
| NET UNDERWRITING GAIN                                                                                                                                    | -868   | 2,006                                                                                                                                                | 772     | -481   | 1,256  | -11,820 |
| NET INVESTMENT GAIN                                                                                                                                      | 3,775  | 5,040                                                                                                                                                | 15,491  | 355    | 601    | 25,245  |
| OTHER INCOME                                                                                                                                             | -13    | -131                                                                                                                                                 | 27      | -358   | 0      | -16,528 |
| DIVIDENDS TO POLICYHOLDERS                                                                                                                               | 32     | 0                                                                                                                                                    | 650     | 0      | 0      | 0       |
| FEDERAL INCOME TAXES INCURRED                                                                                                                            | 34     | 2,502                                                                                                                                                | 187     | 0      | 826    | -603    |
| NET INCOME                                                                                                                                               | 2,827  | 4,412                                                                                                                                                | 15,454  | -484   | 1,031  | -2,420  |
| SURPLUS BEGINNING YEAR                                                                                                                                   | 27,325 | 22,868                                                                                                                                               | 90,575  | 4,981  | 4,128  | 98,089  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

|                                                                |                                                                |
|----------------------------------------------------------------|----------------------------------------------------------------|
| NAIC NO: 24252 COMPANY: PROGRESSIVE AMERICAN INSURANCE COMPANY | NAIC NO: 24260 COMPANY: PROGRESSIVE CASUALTY INSURANCE COMPANY |
| 32786 PROGRESSIVE SPECIALTY INSURANCE COMPANY                  | 29467 PROTECTION MUTUAL INSURANCE COMPANY                      |
| 12416 PROTECTIVE INSURANCE COMPANY                             | 20265 PROTECTIVE NATIONAL INSURANCE COMPANY OF                 |

|                                      | NAIC NO: 24252 | 24260     | 32786   | 29467   | 12416   | 20265   |
|--------------------------------------|----------------|-----------|---------|---------|---------|---------|
| ADMITTED ASSETS                      | 250,688        | 1,279,165 | 216,560 | 524,237 | 267,119 | 101,554 |
| LIABILITIES                          | 139,451        | 972,372   | 155,976 | 247,946 | 192,575 | 68,118  |
| SURPLUS                              | 111,237        | 306,793   | 60,583  | 276,290 | 74,544  | 33,435  |
| NET PREMIUMS WRITTEN                 | 127,510        | 730,879   | 140,261 | 156,196 | 63,186  | -1,000  |
| PREMIUMS EARNED                      | 121,005        | 701,031   | 133,105 | 177,086 | 63,427  | 1       |
| LOSSES INCURRED                      | 63,004         | 365,427   | 69,305  | 145,821 | 36,499  | 270     |
| LOSS EXPENSES INCURRED               | 13,205         | 76,509    | 14,525  | 7,231   | 6,993   | 2,640   |
| OTHER UNDERWRITING EXPENSES INCURRED | 43,227         | 250,720   | 47,550  | 70,257  | 14,141  | 792     |
| OTHER DEDUCTIONS                     | 0              | 0         | 0       | 0       | 0       | 0       |
| NET UNDERWRITING GAIN                | 1,567          | 9,093     | 1,724   | -46,223 | 5,793   | -3,717  |
| NET INVESTMENT GAIN                  | 14,223         | 44,380    | 11,633  | 30,072  | 13,531  | 2,476   |
| OTHER INCOME                         | 2,358          | 2,608     | 2,749   | 0       | -817    | -673    |
| DIVIDENDS TO POLICYHOLDERS           | 0              | 0         | 0       | 0       | 0       | 0       |
| FEDERAL INCOME TAXES INCURRED        | 4,558          | 26,138    | 5,194   | 13,450  | 7,270   | 0       |
| NET INCOME                           | 13,591         | 29,945    | 10,912  | -21,601 | 11,238  | -1,914  |
| SURPLUS BEGINNING YEAR               | 103,316        | 274,964   | 40,540  | 200,261 | 75,265  | 19,951  |

|                                                                 |                                                             |
|-----------------------------------------------------------------|-------------------------------------------------------------|
| NAIC NO: 24295 COMPANY: PROVIDENCE WASHINGTON INSURANCE COMPANY | NAIC NO: 31960 COMPANY: PROVIDENT GENERAL INSURANCE COMPANY |
| 36439 PRUDENTIAL COMMERCIAL INSURANCE COMPANY                   | 36447 PRUDENTIAL GENERAL INSURANCE COMPANY                  |
| 32352 PRUDENTIAL PROPERTY AND CASUALTY                          | 26921 PRUDENTIAL REINSURANCE COMPANY                        |

|                                      | NAIC NO: 24295 | 31960  | 36439  | 36447  | 32352     | 26921     |
|--------------------------------------|----------------|--------|--------|--------|-----------|-----------|
| ADMITTED ASSETS                      | 244,204        | 49,979 | 20,139 | 27,900 | 2,739,330 | 2,315,006 |
| LIABILITIES                          | 183,128        | 34,365 | 7,831  | 17,216 | 2,178,531 | 1,898,173 |
| SURPLUS                              | 61,076         | 15,614 | 12,307 | 10,683 | 560,807   | 416,812   |
| NET PREMIUMS WRITTEN                 | 114,595        | 30,439 | 1,019  | 7,890  | 1,277,072 | 537,305   |
| PREMIUMS EARNED                      | 112,956        | 28,623 | 929    | 7,967  | 1,224,498 | 565,152   |
| LOSSES INCURRED                      | 63,583         | 24,231 | 364    | 6,187  | 924,843   | 396,923   |
| LOSS EXPENSES INCURRED               | 13,633         | 3,054  | 101    | 761    | 123,750   | 45,857    |
| OTHER UNDERWRITING EXPENSES INCURRED | 40,820         | 10,039 | 371    | 1,725  | 334,348   | 190,731   |
| OTHER DEDUCTIONS                     | 0              | 0      | 0      | 0      | 0         | 0         |
| NET UNDERWRITING GAIN                | -5,081         | -8,701 | 92     | -707   | -158,444  | -68,360   |
| NET INVESTMENT GAIN                  | 21,070         | 2,962  | 1,731  | 1,931  | 192,595   | 136,595   |
| OTHER INCOME                         | -861           | -172   | 38     | 90     | -57,369   | -1,418    |
| DIVIDENDS TO POLICYHOLDERS           | 130            | 0      | 0      | 0      | 0         | 0         |
| FEDERAL INCOME TAXES INCURRED        | -832           | 0      | 299    | 327    | -8,598    | 19,734    |
| NET INCOME                           | 15,829         | -5,912 | 1,561  | 987    | -14,619   | 47,082    |
| SURPLUS BEGINNING YEAR               | 55,527         | 18,946 | 10,682 | 9,662  | 585,905   | 397,932   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23086 COMPANY: PRUDENTIAL-LMI COMMERCIAL INSURANCE  
34207 PURITAN INSURANCE COMPANY  
41750 RAMSEY INSURANCE COMPANYNAIC NO: 15059 COMPANY: PUBLIC SERVICE MUTUAL INSURANCE COMPANY  
15067 QUINCY MUTUAL FIRE INSURANCE COMPANY  
24384 RANGER INSURANCE COMPANY

|                                      | NAIC NO: 23086 | 15059   | 34207   | 15067 | 41750  | 24384   |
|--------------------------------------|----------------|---------|---------|-------|--------|---------|
| ADMITTED ASSETS                      | 126,418        | 340,451 | 484,698 |       | 47,117 | 366,488 |
| LIABILITIES                          | 79,224         | 286,416 | 409,451 |       | 31,782 | 271,159 |
| SURPLUS                              | 47,194         | 54,035  | 75,247  |       | 15,334 | 95,329  |
| NET PREMIUMS WRITTEN                 | 62,112         | 97,420  | 62,938  |       | 12,844 | 92,811  |
| PREMIUMS EARNED                      | 56,969         | 95,336  | 66,990  |       | 12,628 | 97,058  |
| LOSSES INCURRED                      | 31,961         | 53,388  | 97,959  |       | 7,129  | 57,408  |
| LOSS EXPENSES INCURRED               | 10,365         | 17,636  | 10,460  |       | 2,233  | 16,919  |
| OTHER UNDERWRITING EXPENSES INCURRED | 29,991         | 34,109  | 3,351   |       | 3,711  | 32,838  |
| OTHER DEDUCTIONS                     | 0              | 282     | 0       |       | 0      | 0       |
| NET UNDERWRITING GAIN                | -15,347        | -10,081 | -44,761 |       | -446   | -10,107 |
| NET INVESTMENT GAIN                  | 7,311          | 22,043  | 30,530  |       | 3,065  | 34,543  |
| OTHER INCOME                         | 4,775          | -1,817  | -144    |       | 0      | -3,667  |
| DIVIDENDS TO POLICYHOLDERS           | 0              | 536     | 0       |       | 0      | 0       |
| FEDERAL INCOME TAXES INCURRED        | -289           | -1,321  | -3,000  |       | 0      | 3,359   |
| NET INCOME                           | -2,970         | 10,929  | -11,394 |       | 3,419  | 17,409  |
| SURPLUS BEGINNING YEAR               | 50,193         | 47,100  | 40,466  |       | 11,862 | 79,671  |

License withdrawn  
Data Unavailable  
at PrintingNAIC NO: 21253 COMPANY: RECIPROCAL EXCHANGE  
37052 REGIS INSURANCE COMPANY  
24457 RELIANCE INSURANCE COMPANYNAIC NO: 38073 COMPANY: REGAL INSURANCE COMPANY  
18341 REINSURANCE CORPORATION OF NEW YORK THE  
38318 REPUBLIC INSURANCE COMPANY

|                                      | NAIC NO: 21253 | 38073 | 37052  | 18341   | 24457     | 38318   |
|--------------------------------------|----------------|-------|--------|---------|-----------|---------|
| ADMITTED ASSETS                      | 50,573         | 6,860 | 15,594 | 311,134 | 2,608,156 | 721,459 |
| LIABILITIES                          | 41,391         | 2,717 | 9,241  | 223,196 | 2,015,048 | 517,865 |
| SURPLUS                              | 9,182          | 4,143 | 6,253  | 87,938  | 593,107   | 203,593 |
| NET PREMIUMS WRITTEN                 | 28,287         | 2,823 | 4,079  | 102,342 | 1,175,134 | 366,339 |
| PREMIUMS EARNED                      | 27,549         | 2,548 | 4,442  | 106,991 | 1,090,910 | 368,524 |
| LOSSES INCURRED                      | 15,939         | 1,166 | 2,198  | 80,739  | 608,488   | 202,251 |
| LOSS EXPENSES INCURRED               | 3,761          | 276   | 556    | 6,063   | 157,044   | 42,940  |
| OTHER UNDERWRITING EXPENSES INCURRED | 9,067          | 1,000 | 1,475  | 28,776  | 494,619   | 142,746 |
| OTHER DEDUCTIONS                     | 0              | 0     | 0      | 0       | 0         | 0       |
| NET UNDERWRITING GAIN                | -1,219         | 105   | 212    | -8,587  | -80,026   | -19,414 |
| NET INVESTMENT GAIN                  | 3,443          | 836   | 901    | 19,171  | 168,239   | 38,547  |
| OTHER INCOME                         | -102           | 0     | -1     | -1,392  | -1,050    | -1,205  |
| DIVIDENDS TO POLICYHOLDERS           | 1,923          | 0     | 0      | 0       | 7,492     | 0       |
| FEDERAL INCOME TAXES INCURRED        | 0              | 260   | -7     | 610     | 38,644    | -3      |
| NET INCOME                           | 197            | 681   | 1,119  | 8,580   | 41,025    | 17,932  |
| SURPLUS BEGINNING YEAR               | 9,557          | 4,650 | 5,401  | 73,082  | 553,706   | 172,299 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 32174 COMPANY: REPUBLIC MORTGAGE INSURANCE COMPANY  
31089 REPUBLIC WESTERN INSURANCE COMPANY  
13056 RLI INSURANCE COMPANYNAIC NO: 28452 COMPANY: REPUBLIC MORTGAGE INSURANCE COMPANY  
12475 REPUBLIC-FRANKLIN INSURANCE COMPANY  
12505 ROCKWOOD INSURANCE COMPANY

|                                      | NAIC NO: | 32174 | 28452   | 31089   | 12475  | 13056   | 12505   |
|--------------------------------------|----------|-------|---------|---------|--------|---------|---------|
| ADMITTED ASSETS                      |          | 3,277 | 118,602 | 325,978 | 39,199 | 152,909 | 147,260 |
| LIABILITIES                          |          | 584   | 69,489  | 238,850 | 29,744 | 92,885  | 141,432 |
| SURPLUS                              |          | 2,693 | 59,113  | 87,128  | 9,455  | 60,023  | 5,827   |
| NET PREMIUMS WRITTEN                 |          | 59    | 19,078  | 86,187  | 14,687 | 46,397  | 64,642  |
| PREMIUMS EARNED                      |          | 68    | 17,073  | 101,921 | 13,868 | 47,683  | 84,386  |
| LOSSES INCURRED                      |          | 418   | 13,840  | 74,706  | 8,582  | 20,625  | 77,634  |
| LOSS EXPENSES INCURRED               |          | 0     | 1,279   | 22,206  | 1,827  | 4,650   | 12,651  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 25    | 9,743   | 12,176  | 4,450  | 16,477  | 16,980  |
| OTHER DEDUCTIONS                     |          | 0     | 0       | 0       | 0      | 2,457   | 0       |
| NET UNDERWRITING GAIN                |          | -375  | -7,790  | -7,168  | -991   | 3,472   | -22,679 |
| NET INVESTMENT GAIN                  |          | 237   | 6,730   | 24,067  | 3,027  | 7,966   | 10,437  |
| OTHER INCOME                         |          | 0     | 0       | -3,250  | -62    | -39     | 152     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0     | 0       | 0       | 181    | 0       | 2,151   |
| FEDERAL INCOME TAXES INCURRED        |          | -68   | -897    | 150     | 463    | 2,038   | -2      |
| NET INCOME                           |          | -48   | 1,839   | 13,498  | 1,127  | 9,361   | -14,437 |
| SURPLUS BEGINNING YEAR               |          | 2,742 | 53,822  | 70,965  | 8,395  | 57,243  | 26,958  |

NAIC NO: 35505 COMPANY: ROCKWOOD INSURANCE COMPANY OF INDIANA  
24678 ROYAL INDEMNITY COMPANY  
17221 ROYAL SPECIAL RISKS INSURANCE COMPANYNAIC NO: 12513 COMPANY: ROYAL EXCHANGE ASSURANCE OF AMERICA INC  
26980 ROYAL INSURANCE COMPANY OF AMERICA  
24740 SAFECO INSURANCE COMPANY OF AMERICA

|                                      | NAIC NO: | 35505  | 12513  | 24678   | 26980     | 17221  | 24740     |
|--------------------------------------|----------|--------|--------|---------|-----------|--------|-----------|
| ADMITTED ASSETS                      |          | 36,328 | 40,697 | 690,229 | 1,683,726 | 13,137 | 1,660,703 |
| LIABILITIES                          |          | 28,046 | 21,894 | 581,442 | 1,388,921 | 412    | 1,227,279 |
| SURPLUS                              |          | 8,282  | 18,802 | 108,787 | 294,804   | 12,724 | 433,424   |
| NET PREMIUMS WRITTEN                 |          | 14,649 | 15,398 | 319,380 | 777,530   | 0      | 883,734   |
| PREMIUMS EARNED                      |          | 17,623 | 16,361 | 323,932 | 777,437   | 1      | 789,655   |
| LOSSES INCURRED                      |          | 12,786 | 6,980  | 225,858 | 542,059   | 0      | 464,636   |
| LOSS EXPENSES INCURRED               |          | 2,650  | 885    | 53,757  | 129,018   | 0      | 94,393    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 2,315  | 5,838  | 94,249  | 229,019   | 12     | 236,205   |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0       | 0         | 0      | 0         |
| NET UNDERWRITING GAIN                |          | -128   | 2,736  | -49,933 | -122,659  | -11    | -5,580    |
| NET INVESTMENT GAIN                  |          | 2,364  | 5,453  | 43,226  | 111,380   | 1,229  | 134,835   |
| OTHER INCOME                         |          | -19    | -168   | -1,048  | -2,515    | 0      | 2,526     |
| DIVIDENDS TO POLICYHOLDERS           |          | 19     | 0      | 6,570   | 18,748    | 0      | 7,636     |
| FEDERAL INCOME TAXES INCURRED        |          | -178   | 2,765  | -3,174  | -2,077    | 371    | 22,825    |
| NET INCOME                           |          | 2,374  | 5,256  | -11,151 | -27,487   | 847    | 101,319   |
| SURPLUS BEGINNING YEAR               |          | 5,955  | 18,383 | 135,728 | 315,601   | 11,676 | 327,451   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 39012 COMPANY: SAFECO INSURANCE COMPANY OF ILLINOIS  
15105 SAFETY MUTUAL CASUALTY CORPORATION  
22535 SEABOARD SURETY COMPANYNAIC NO: 24694 COMPANY: SAFEGUARD INSURANCE COMPANY  
20354 SEA INSURANCE COMPANY LIMITED THE  
24902 SECURITY INSURANCE COMPANY OF HARTFORD

|                                      | NAIC NO: | 39012   | 24694   | 15105   | 20354   | 22535   | 24902   |
|--------------------------------------|----------|---------|---------|---------|---------|---------|---------|
| ADMITTED ASSETS                      |          | 158,227 | 465,745 | 223,554 | 219,461 | 182,609 | 347,664 |
| LIABILITIES                          |          | 110,842 | 390,829 | 159,484 | 162,633 | 118,082 | 214,540 |
| SURPLUS                              |          | 47,384  | 74,915  | 24,070  | 56,827  | 64,527  | 132,523 |
| NET PREMIUMS WRITTEN                 |          | 75,823  | 218,284 | 61,894  | 81,269  | 56,865  | 140,754 |
| PREMIUMS EARNED                      |          | 74,495  | 215,954 | 58,618  | 80,355  | 53,481  | 140,063 |
| LOSSES INCURRED                      |          | 43,833  | 150,572 | 48,787  | 48,765  | 14,373  | 87,001  |
| LOSS EXPENSES INCURRED               |          | 8,985   | 35,838  | 4,888   | 12,489  | 5,914   | 21,374  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 22,283  | 64,175  | 19,142  | 26,525  | 29,906  | 36,757  |
| OTHER DEDUCTIONS                     |          | 0       | 0       | -2,340  | 0       | 0       | 0       |
| NET UNDERWRITING GAIN                |          | -526    | -34,631 | -3,859  | 655     | 3,207   | -5,070  |
| NET INVESTMENT GAIN                  |          | 14,797  | 29,952  | 13,930  | 9,839   | 14,148  | 27,186  |
| OTHER INCOME                         |          | 238     | -698    | -4,128  | 17      | -46     | -3,307  |
| DIVIDENDS TO POLICYHOLDERS           |          | 720     | 4,380   | 120     | 672     | 1,052   | 4,278   |
| FEDERAL INCOME TAXES INCURRED        |          | 3,090   | -1,019  | 1,860   | 5,450   | 5,641   | 1,849   |
| NET INCOME                           |          | 10,698  | -8,739  | 3,953   | 4,389   | 10,614  | 12,681  |
| SURPLUS BEGINNING YEAR               |          | 43,718  | 82,053  | 20,026  | 47,315  | 58,153  | 93,357  |

NAIC NO: 37818 COMPANY: SECURITY REINSURANCE COMPANY  
12572 SELECTIVE INSURANCE COMPANY OF AMERICA  
26301 SELECTIVE WAY INSURANCE COMPANYNAIC NO: 22233 COMPANY: SELECT INSURANCE COMPANY  
39616 SELECTIVE INSURANCE COMPANY OF THE  
18936 SENECA INSURANCE COMPANY, INC.

|                                      | NAIC NO: | 37818   | 22233  | 12572   | 39616  | 26301   | 18936   |
|--------------------------------------|----------|---------|--------|---------|--------|---------|---------|
| ADMITTED ASSETS                      |          | 126,312 | 96,120 | 716,291 | 79,239 | 124,314 | 188,972 |
| LIABILITIES                          |          | 72,147  | 78,519 | 545,564 | 59,380 | 85,289  | 86,941  |
| SURPLUS                              |          | 54,165  | 17,600 | 170,726 | 19,939 | 39,024  | 22,030  |
| NET PREMIUMS WRITTEN                 |          | 44,004  | 0      | 329,688 | 35,166 | 52,750  | 67,351  |
| PREMIUMS EARNED                      |          | 47,895  | 0      | 318,589 | 33,974 | 50,961  | 61,680  |
| LOSSES INCURRED                      |          | 21,140  | 0      | 188,227 | 20,877 | 30,116  | 41,064  |
| LOSS EXPENSES INCURRED               |          | 1,300   | 0      | 35,743  | 3,812  | 5,718   | 4,881   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 18,235  | 6,531  | 100,792 | 10,751 | 16,126  | 31,001  |
| OTHER DEDUCTIONS                     |          | 0       | 0      | 0       | 0      | 0       | 0       |
| NET UNDERWRITING GAIN                |          | 7,218   | -6,531 | -6,253  | -667   | -1,088  | -15,267 |
| NET INVESTMENT GAIN                  |          | 10,345  | 7,770  | 40,562  | 3,713  | 6,817   | 7,647   |
| OTHER INCOME                         |          | 0       | 0      | 3,845   | 324    | 487     | 365     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 0      | 3,692   | 393    | 590     | 92      |
| FEDERAL INCOME TAXES INCURRED        |          | 4,849   | 332    | 9,701   | 760    | 1,567   | -163    |
| NET INCOME                           |          | 12,715  | 907    | 23,961  | 2,217  | 4,146   | -7,183  |
| SURPLUS BEGINNING YEAR               |          | 39,211  | 16,680 | 151,342 | 16,027 | 30,760  | 29,368  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24988 COMPANY: SENTRY INSURANCE A MUTUAL COMPANY  
25070 SKANDIA AMERICA REINSURANCE CORPORATION  
22888 SOUTHERN FIRE & CASUALTY COMPANYNAIC NO: 15156 COMPANY: SHELBY INSURANCE COMPANY, THE  
24953 SOUTH CAROLINA INSURANCE COMPANY  
18090 SOUTHERN HERITAGE INSURANCE COMPANY

|                                      | NAIC NO: | 24988     | 15156   | 25070   | 24953   | 22888 | 18090 |
|--------------------------------------|----------|-----------|---------|---------|---------|-------|-------|
| ADMITTED ASSETS                      |          | 1,651,599 | 229,691 | 971,128 | 264,789 | 3,243 | 8,707 |
| LIABILITIES                          |          | 1,114,826 | 181,473 | 661,194 | 173,792 | 75    | 3,324 |
| SURPLUS                              |          | 536,773   | 48,218  | 309,933 | 90,996  | 3,168 | 5,382 |
| NET PREMIUMS WRITTEN                 |          | 715,489   | 135,918 | 234,305 | 132,216 | 0     | 3,634 |
| PREMIUMS EARNED                      |          | 699,286   | 126,052 | 252,134 | 133,708 | 0     | 2,606 |
| LOSSES INCURRED                      |          | 461,430   | 74,857  | 147,583 | 74,544  | 0     | 1,485 |
| LOSS EXPENSES INCURRED               |          | 65,811    | 7,784   | 27,774  | 20,120  | 0     | 186   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 206,480   | 50,852  | 81,871  | 44,018  | 0     | 1,893 |
| OTHER DEDUCTIONS                     |          | 0         | 0       | 0       | 642     | 0     | 0     |
| NET UNDERWRITING GAIN                |          | -33,636   | -7,441  | -5,095  | -5,616  | 0     | -799  |
| NET INVESTMENT GAIN                  |          | 129,160   | 12,525  | 46,521  | 10,381  | 258   | 501   |
| OTHER INCOME                         |          | -13,394   | -47     | -1,485  | 58      | 0     | 28    |
| DIVIDENDS TO POLICYHOLDERS           |          | 11,231    | 628     | 0       | 0       | 0     | 0     |
| FEDERAL INCOME TAXES INCURRED        |          | 25,776    | 1,250   | 8,294   | 395     | 32    | 0     |
| NET INCOME                           |          | 45,213    | 3,157   | 31,646  | 4,426   | 226   | -269  |
| SURPLUS BEGINNING YEAR               |          | 464,318   | 45,083  | 276,182 | 81,187  | 3,126 | 5,717 |

NAIC NO: 19216 COMPANY: SOUTHERN INSURANCE COMPANY  
24775 ST PAUL GUARDIAN INSURANCE COMPANY  
19070 STANDARD FIRE INSURANCE COMPANY THENAIC NO: 24767 COMPANY: ST PAUL FIRE AND MARINE INSURANCE  
24791 ST PAUL MERCURY INSURANCE COMPANY  
42986 STANDARD GUARANTY INSURANCE COMPANY

|                                      | NAIC NO: | 19216  | 24767     | 24775  | 24791  | 19070     | 42986  |
|--------------------------------------|----------|--------|-----------|--------|--------|-----------|--------|
| ADMITTED ASSETS                      |          | 18,922 | 7,682,404 | 18,318 | 34,113 | 1,086,470 | 83,861 |
| LIABILITIES                          |          | 12,694 | 6,299,445 | 340    | 821    | 786,795   | 63,961 |
| SURPLUS                              |          | 6,227  | 1,382,959 | 17,978 | 33,291 | 299,674   | 19,900 |
| NET PREMIUMS WRITTEN                 |          | 11,949 | 2,458,699 | 0      | 0      | 406,657   | 47,429 |
| PREMIUMS EARNED                      |          | 14,224 | 2,475,142 | 0      | 0      | 404,367   | 37,258 |
| LOSSES INCURRED                      |          | 7,034  | 1,397,327 | 0      | 0      | 260,604   | 19,040 |
| LOSS EXPENSES INCURRED               |          | 1,303  | 437,811   | 0      | 0      | 63,363    | 1,643  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 4,705  | 727,536   | 0      | 0      | 115,440   | 17,697 |
| OTHER DEDUCTIONS                     |          | 0      | 0         | 0      | 0      | 0         | 0      |
| NET UNDERWRITING GAIN                |          | 1,179  | -87,532   | 0      | 0      | -35,042   | -1,122 |
| NET INVESTMENT GAIN                  |          | 1,002  | 523,393   | 1,628  | 2,740  | 73,313    | 6,218  |
| OTHER INCOME                         |          | -1,149 | -19,681   | 0      | 0      | 80,582    | 66     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 11,220    | 0      | 0      | 5,037     | 0      |
| FEDERAL INCOME TAXES INCURRED        |          | 0      | 48,979    | 0      | 0      | 36,166    | 2,655  |
| NET INCOME                           |          | 1,032  | 355,980   | 1,628  | 2,740  | 77,649    | 2,507  |
| SURPLUS BEGINNING YEAR               |          | 4,931  | 1,197,599 | 16,349 | 30,554 | 237,762   | 20,502 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

|                                                                  |                                                           |
|------------------------------------------------------------------|-----------------------------------------------------------|
| NAIC NO: 25127 COMPANY: STATE AUTO PROPERTY & CASUALTY INSURANCE | NAIC NO: 25135 COMPANY: STATE AUTOMOBILE MUTUAL INSURANCE |
| 12661 STATE CAPITAL INSURANCE COMPANY                            | 25143 STATE FARM FIRE AND CASUALTY COMPANY                |
| 25151 STATE FARM GENERAL INSURANCE COMPANY                       | 25178 STATE FARM MUTUAL AUTOMOBILE INSURANCE              |

|                                      | NAIC NO: 25127 | 25135   | 12661  | 25143     | 25151   | 25178      |
|--------------------------------------|----------------|---------|--------|-----------|---------|------------|
| ADMITTED ASSETS                      | 130,353        | 576,330 | 52,085 | 9,277,497 | 80,760  | 30,922,061 |
| LIABILITIES                          | 85,217         | 378,549 | 41,305 | 5,520,423 | 60,296  | 15,036,302 |
| SURPLUS                              | 45,136         | 197,781 | 10,779 | 3,757,073 | 20,464  | 15,885,758 |
| NET PREMIUMS WRITTEN                 | 86,844         | 344,176 | 40,642 | 5,053,489 | 0       | 15,106,300 |
| PREMIUMS EARNED                      | 84,499         | 337,999 | 39,723 | 4,946,396 | 0       | 14,631,243 |
| LOSSES INCURRED                      | 52,096         | 200,305 | 27,772 | 2,691,660 | 0       | 11,121,200 |
| LOSS EXPENSES INCURRED               | 7,938          | 31,752  | 3,363  | 600,579   | 21,306  | 1,824,644  |
| OTHER UNDERWRITING EXPENSES INCURRED | 24,311         | 97,246  | 15,000 | 1,354,055 | -21,306 | 2,530,118  |
| OTHER DEDUCTIONS                     | 0              | 0       | 0      | 0         | 0       | 0          |
| NET UNDERWRITING GAIN                | 153            | 614     | -6,421 | 300,100   | 0       | -844,720   |
| NET INVESTMENT GAIN                  | 8,470          | 32,252  | 4,063  | 621,088   | 4,693   | 1,708,370  |
| OTHER INCOME                         | 0              | -55     | -1,098 | 34,244    | 279     | 102,066    |
| DIVIDENDS TO POLICYHOLDERS           | 205            | 820     | 0      | 3,759     | 0       | 162,522    |
| FEDERAL INCOME TAXES INCURRED        | 2,994          | 8,992   | -905   | 239,326   | 1,583   | 82,587     |
| NET INCOME                           | 5,424          | 22,999  | -2,550 | 712,340   | 3,389   | 720,606    |
| SURPLUS BEGINNING YEAR               | 37,810         | 176,342 | 11,976 | 3,025,343 | 17,611  | 13,985,982 |

|                                                          |                                                     |
|----------------------------------------------------------|-----------------------------------------------------|
| NAIC NO: 12734 COMPANY: STONE MOUNTAIN INSURANCE COMPANY | NAIC NO: 22276 COMPANY: STONEWALL INSURANCE COMPANY |
| 40436 STRATFORD INSURANCE COMPANY                        | 12777 SUN INSURANCE COMPANY OF NEW YORK             |
| 20370 SUN INSURANCE OFFICE LIMITED                       | 12220 SUPERIOR INSURANCE COMPANY                    |

|                                      | NAIC NO: 12734    | 22276   | 40436  | 12777  | 20370   | 12220   |
|--------------------------------------|-------------------|---------|--------|--------|---------|---------|
| ADMITTED ASSETS                      | License Suspended | 207,913 | 26,682 | 75,478 | 362,941 | 144,774 |
| LIABILITIES                          | by Order          | 160,422 | 20,447 | 26,493 | 262,746 | 101,728 |
| SURPLUS                              | Data Unavailable  | 47,491  | 6,235  | 48,985 | 100,194 | 43,046  |
| NET PREMIUMS WRITTEN                 | at Printing       | 79,262  | 6,163  | 17,301 | 132,178 | 96,609  |
| PREMIUMS EARNED                      |                   | 83,908  | 6,837  | 18,125 | 130,311 | 94,050  |
| LOSSES INCURRED                      |                   | 50,330  | 1,721  | 7,666  | 66,330  | 57,174  |
| LOSS EXPENSES INCURRED               |                   | 9,420   | 3,008  | 928    | 21,037  | 10,944  |
| OTHER UNDERWRITING EXPENSES INCURRED |                   | 22,119  | 2,053  | 6,368  | 43,212  | 27,271  |
| OTHER DEDUCTIONS                     |                   | 0       | 0      | 0      | 0       | 0       |
| NET UNDERWRITING GAIN                |                   | 2,037   | 53     | 3,170  | -268    | -1,341  |
| NET INVESTMENT GAIN                  |                   | 20,151  | 697    | 5,922  | 22,379  | 10,151  |
| OTHER INCOME                         |                   | -829    | 721    | -184   | 37      | 288     |
| DIVIDENDS TO POLICYHOLDERS           |                   | 0       | 0      | 0      | 1,153   | 0       |
| FEDERAL INCOME TAXES INCURRED        |                   | 6,511   | 693    | 2,589  | 9,472   | 4,096   |
| NET INCOME                           |                   | 14,846  | 778    | 6,319  | 11,522  | 5,002   |
| SURPLUS BEGINNING YEAR               |                   | 42,452  | 6,318  | 43,014 | 81,055  | 39,138  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 12823 COMPANY: TAISHO MARINE AND FIRE INSURANCE  
31496 TMIC INSURANCE COMPANY, INC.  
25496 TRANSAMERICA INDEMNITY COMPANYNAIC NO: 39969 COMPANY: TICOR INDEMNITY COMPANY  
12904 TOKIO MARINE AND FIRE INSURANCE  
25534 TRANSAMERICA INSURANCE COMPANY

|                                      | NAIC NO: 12823 | 39969 | 31496            | 12904   | 25496  | 25534     |
|--------------------------------------|----------------|-------|------------------|---------|--------|-----------|
| ADMITTED ASSETS                      | 86,487         | 7,041 | License Revoked  | 337,537 | 17,266 | 2,195,541 |
| LIABILITIES                          | 45,631         | 1,002 | by Order         | 247,870 | 2,592  | 1,456,564 |
| SURPLUS                              | 40,855         | 6,038 | Data Unavailable | 89,666  | 14,673 | 738,977   |
| NET PREMIUMS WRITTEN                 | 33,755         | 7     | at Printing      | 121,264 | 1,835  | 776,950   |
| PREMIUMS EARNED                      | 34,135         | 101   |                  | 114,115 | 702    | 769,241   |
| LOSSES INCURRED                      | 24,391         | 531   |                  | 61,189  | 369    | 471,714   |
| LOSS EXPENSES INCURRED               | 4,813          | 22    |                  | 23,233  | 49     | 115,670   |
| OTHER UNDERWRITING EXPENSES INCURRED | 9,458          | 14    |                  | 40,078  | 163    | 262,378   |
| OTHER DEDUCTIONS                     | 0              | 0     |                  | 0       | 0      | 0         |
| NET UNDERWRITING GAIN                | -4,527         | -466  |                  | -10,384 | 120    | -80,521   |
| NET INVESTMENT GAIN                  | 13,151         | 603   |                  | 21,252  | 881    | 133,071   |
| OTHER INCOME                         | -38            | 0     |                  | -433    | 58     | 1,514     |
| DIVIDENDS TO POLICYHOLDERS           | 0              | 0     |                  | 1,850   | 0      | 13,960    |
| FEDERAL INCOME TAXES INCURRED        | 183            | 30    |                  | 201     | 192    | -16,725   |
| NET INCOME                           | 8,401          | 107   |                  | 8,383   | 868    | 56,828    |
| SURPLUS BEGINNING YEAR               | 31,131         | 5,931 |                  | 78,239  | 13,567 | 684,872   |

NAIC NO: 25518 COMPANY: TRANSAMERICA PREMIER INSURANCE  
20486 TRANSCONTINENTAL INSURANCE COMPANY  
20494 TRANSPORTATION INSURANCE COMPANYNAIC NO: 23680 COMPANY: TRANSAMERICA REINSURANCE COMPANY  
33014 TRANSPORT INSURANCE COMPANY  
25666 TRAVELERS INDEMNITY COMPANY OF AMERICA

|                                      | NAIC NO: 25518 | 23680   | 20486   | 33014   | 20494   | 25666   |
|--------------------------------------|----------------|---------|---------|---------|---------|---------|
| ADMITTED ASSETS                      | 323,082        | 539,217 | 438,962 | 258,859 | 212,262 | 325,070 |
| LIABILITIES                          | 220,671        | 390,171 | 353,114 | 222,517 | 177,808 | 263,724 |
| SURPLUS                              | 102,410        | 149,045 | 85,848  | 36,342  | 34,454  | 61,345  |
| NET PREMIUMS WRITTEN                 | 188,688        | 257,401 | 148,950 | 61,235  | 74,475  | 128,928 |
| PREMIUMS EARNED                      | 208,331        | 209,186 | 142,472 | 59,517  | 71,236  | 136,252 |
| LOSSES INCURRED                      | 106,046        | 141,540 | 102,611 | 38,336  | 51,305  | 87,887  |
| LOSS EXPENSES INCURRED               | 16,581         | 9,799   | 14,888  | 15,058  | 7,444   | 15,980  |
| OTHER UNDERWRITING EXPENSES INCURRED | 79,799         | 71,914  | 35,434  | 18,700  | 17,717  | 38,130  |
| OTHER DEDUCTIONS                     | 0              | 0       | 0       | 2,933   | 0       | 0       |
| NET UNDERWRITING GAIN                | 5,903          | -14,068 | -10,461 | -15,511 | -5,230  | -5,745  |
| NET INVESTMENT GAIN                  | 18,721         | 32,237  | 36,544  | 35,531  | 17,714  | 17,618  |
| OTHER INCOME                         | 55             | 0       | -175    | -16,479 | -87     | -78     |
| DIVIDENDS TO POLICYHOLDERS           | 0              | 0       | 4,369   | 0       | 2,184   | 1,419   |
| FEDERAL INCOME TAXES INCURRED        | 4,807          | 11,679  | 6       | 177     | 1,311   | 2,451   |
| NET INCOME                           | 19,873         | 6,489   | 21,538  | 3,363   | 8,899   | 7,922   |
| SURPLUS BEGINNING YEAR               | 91,392         | 143,643 | 64,990  | 41,557  | 26,881  | 53,685  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25674 COMPANY: TRAVELERS INDEMNITY COMPANY OF ILLINOIS  
25658 TRAVELERS INDEMNITY COMPANY THE  
24350 TRIAD GUARANTY INSURANCE CORPORATIONNAIC NO: 25682 COMPANY: TRAVELERS INDEMNITY COMPANY OF RHODE  
39357 TRAVELERS INSURANCE COMPANY THE  
21709 TRUCK INSURANCE EXCHANGE

|                                      | NAIC NO: | 25674   | 25682   | 25658     | 39357      | 24350 | 21709   |
|--------------------------------------|----------|---------|---------|-----------|------------|-------|---------|
| ADMITTED ASSETS                      |          | 110,546 | 838,920 | 8,464,861 | 30,672,244 | 7,343 | 992,550 |
| LIABILITIES                          |          | 88,510  | 671,945 | 6,778,749 | 29,212,820 | 446   | 744,747 |
| SURPLUS                              |          | 22,036  | 166,975 | 1,685,312 | 1,459,423  | 6,896 | 247,802 |
| NET PREMIUMS WRITTEN                 |          | 42,976  | 265,885 | 3,126,808 | 0          | 491   | 577,860 |
| PREMIUMS EARNED                      |          | 45,418  | 262,814 | 3,274,503 | 0          | 181   | 564,302 |
| LOSSES INCURRED                      |          | 29,268  | 192,698 | 2,132,885 | 0          | 10    | 388,581 |
| LOSS EXPENSES INCURRED               |          | 5,319   | 25,298  | 390,174   | 0          | 0     | 72,681  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 12,708  | 70,479  | 939,265   | 0          | 1,074 | 153,270 |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0         | 0          | 0     | 0       |
| NET UNDERWRITING GAIN                |          | -1,878  | -25,663 | -86,942   | 0          | -903  | -50,231 |
| NET INVESTMENT GAIN                  |          | 5,362   | 55,039  | 463,792   | 5,386      | 612   | 68,519  |
| OTHER INCOME                         |          | -15     | -77     | 71,986    | -2         | 0     | 2,782   |
| DIVIDENDS TO POLICYHOLDERS           |          | 473     | 1,419   | 33,118    | 0          | 0     | 471     |
| FEDERAL INCOME TAXES INCURRED        |          | 163     | 3,773   | 14,148    | 1,867      | 0     | -7,264  |
| NET INCOME                           |          | 2,832   | 24,185  | 301,489   | 3,515      | -290  | 27,864  |
| SURPLUS BEGINNING YEAR               |          | 19,100  | 163,621 | 1,370,372 | 960,090    | 7,236 | 216,820 |

NAIC NO: 29459 COMPANY: TWIN CITY FIRE INSURANCE COMPANY  
37893 ULICO CASUALTY COMPANY  
25763 UNIGARD SECURITY INSURANCE COMPANYNAIC NO: 30872 COMPANY: U.S. MORTGAGE INSURANCE COMPANY  
25747 UNIGARD INSURANCE COMPANY  
25844 UNION INSURANCE COMPANY

|                                      | NAIC NO: | 29459   | 30872  | 37893  | 25747  | 25763   | 25844   |
|--------------------------------------|----------|---------|--------|--------|--------|---------|---------|
| ADMITTED ASSETS                      |          | 209,333 | 13,883 | 88,629 | 37,880 | 590,928 | 102,938 |
| LIABILITIES                          |          | 147,337 | 6,553  | 37,738 | 24,332 | 477,652 | 43,167  |
| SURPLUS                              |          | 61,996  | 7,330  | 50,890 | 13,548 | 113,267 | 59,770  |
| NET PREMIUMS WRITTEN                 |          | 78,625  | 1,216  | 24,002 | 21,758 | 235,862 | 37,700  |
| PREMIUMS EARNED                      |          | 79,567  | 1,456  | 22,933 | 17,620 | 238,019 | 37,422  |
| LOSSES INCURRED                      |          | 50,416  | 1,027  | 12,228 | 11,183 | 155,395 | 18,765  |
| LOSS EXPENSES INCURRED               |          | 8,124   | 90     | 1,492  | 3,079  | 46,257  | 4,044   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 22,114  | 684    | 7,330  | 6,832  | 81,359  | 13,775  |
| OTHER DEDUCTIONS                     |          | 0       | 0      | 0      | 0      | 0       | 0       |
| NET UNDERWRITING GAIN                |          | -1,088  | -346   | 1,881  | -3,473 | -44,992 | 837     |
| NET INVESTMENT GAIN                  |          | 8,260   | 874    | 6,471  | 2,089  | 29,475  | 8,049   |
| OTHER INCOME                         |          | 0       | 0      | 23     | 0      | -7,781  | -23     |
| DIVIDENDS TO POLICYHOLDERS           |          | 775     | 0      | 0      | 22     | 3,608   | 0       |
| FEDERAL INCOME TAXES INCURRED        |          | 0       | 0      | 3,993  | -580   | -9,959  | 152     |
| NET INCOME                           |          | 6,396   | 527    | 4,383  | -827   | -16,948 | 8,711   |
| SURPLUS BEGINNING YEAR               |          | 60,271  | 7,409  | 50,632 | 14,360 | 120,111 | 52,426  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21423 COMPANY: UNION MUTUAL INSURANCE COMPANY OF  
15741 UNITED COMMUNITY INSURANCE COMPANY  
11770 UNITED FINANCIAL CASUALTY COMPANYNAIC NO: 25771 COMPANY: UNION STANDARD INSURANCE COMPANY  
24910 UNITED EQUITABLE INSURANCE COMPANY  
42520 UNITED FIRE INSURANCE COMPANY

|                                      | NAIC NO: | 21423  | 25771  | 15741   | 24910  | 11770  | 42520                                                            |
|--------------------------------------|----------|--------|--------|---------|--------|--------|------------------------------------------------------------------|
| ADMITTED ASSETS                      |          | 17,355 | 44,263 | 110,200 | 77,089 | 24,758 | License Suspended<br>by Order<br>Data Unavailable<br>at Printing |
| LIABILITIES                          |          | 12,207 | 32,749 | 82,602  | 65,210 | 13,866 |                                                                  |
| SURPLUS                              |          | 5,147  | 11,513 | 27,525  | 11,870 | 10,891 |                                                                  |
| NET PREMIUMS WRITTEN                 |          | 0,200  | 32,315 | 50,471  | 20,009 | 12,751 |                                                                  |
| PREMIUMS EARNED                      |          | 7,971  | 31,552 | 54,198  | 32,481 | 12,100 |                                                                  |
| LOSSES INCURRED                      |          | 4,363  | 19,936 | 20,491  | 33,121 | 6,300  |                                                                  |
| LOSS EXPENSES INCURRED               |          | 026    | 2,781  | 7,227   | 342    | 1,320  |                                                                  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 2,421  | 11,213 | 10,309  | 3,914  | 4,322  |                                                                  |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0       | 0      | 0      |                                                                  |
| NET UNDERWRITING GAIN                |          | 359    | -2,378 | 170     | -4,896 | 156    |                                                                  |
| NET INVESTMENT GAIN                  |          | 1,346  | 2,465  | 6,224   | 7,756  | 1,425  |                                                                  |
| OTHER INCOME                         |          | -19    | 523    | -55     | 11     | 61     |                                                                  |
| DIVIDENDS TO POLICYHOLDERS           |          | 173    | 0      | 569     | 640    | 0      |                                                                  |
| FEDERAL INCOME TAXES INCURRED        |          | 564    | 45     | 2,737   | 550    | 322    |                                                                  |
| NET INCOME                           |          | 949    | 564    | 3,032   | 1,681  | 1,321  |                                                                  |
| SURPLUS BEGINNING YEAR               |          | 4,286  | 11,015 | 26,121  | 11,013 | 10,000 |                                                                  |

NAIC NO: 26999 COMPANY: UNITED GUARANTY COMMERCIAL INSURANCE  
15873 UNITED GUARANTY RESIDENTIAL INSURANCE  
24473 UNITED PACIFIC INSURANCE COMPANYNAIC NO: 16659 COMPANY: UNITED GUARANTY COMMERCIAL INSURANCE  
16667 UNITED GUARANTY RESIDENTIAL INSURANCE  
25941 UNITED SERVICES AUTOMOBILE ASSOCIATION

|                                      | NAIC NO: | 26999  | 16659  | 15873   | 16667  | 24473   | 25941     |
|--------------------------------------|----------|--------|--------|---------|--------|---------|-----------|
| ADMITTED ASSETS                      |          | 29,892 | 19,792 | 393,459 | 76,081 | 400,991 | 4,651,842 |
| LIABILITIES                          |          | 17,381 | 12,004 | 141,490 | 13,869 | 225,102 | 2,412,556 |
| SURPLUS                              |          | 12,511 | 7,788  | 251,968 | 62,211 | 175,889 | 2,239,285 |
| NET PREMIUMS WRITTEN                 |          | 3,393  | -205   | 86,425  | 4,521  | 133,537 | 2,059,691 |
| PREMIUMS EARNED                      |          | 2,191  | 1,854  | 82,659  | 5,399  | 123,968 | 2,023,946 |
| LOSSES INCURRED                      |          | 7,487  | 1,759  | 79,191  | 2,851  | 69,145  | 1,207,900 |
| LOSS EXPENSES INCURRED               |          | 110    | 34     | 2,916   | 3      | 17,936  | 256,813   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 537    | 383    | 20,301  | 2,109  | 45,979  | 246,646   |
| OTHER DEDUCTIONS                     |          | 0      | 0      | 0       | 0      | 0       | 0         |
| NET UNDERWRITING GAIN                |          | -5,944 | -323   | -19,750 | 433    | -9,093  | 232,507   |
| NET INVESTMENT GAIN                  |          | 1,992  | 1,547  | 27,719  | 2,101  | 23,449  | 216,362   |
| OTHER INCOME                         |          | 143    | 21     | 0       | 0      | 2,067   | 1,767     |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 0      | 0       | 0      | 851     | 254,805   |
| FEDERAL INCOME TAXES INCURRED        |          | -1,615 | -112   | -2,383  | 398    | 4,801   | -30,230   |
| NET INCOME                           |          | -2,193 | 1,357  | 10,352  | 2,137  | 10,770  | 226,141   |
| SURPLUS BEGINNING YEAR               |          | 9,174  | 7,357  | 244,782 | 59,335 | 115,735 | 1,893,273 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23256 COMPANY: UNITED SOUTHERN ASSURANCE COMPANY  
21113 UNITED STATES FIRE INSURANCE COMPANY  
23949 UNIVERSAL REINSURANCE CORPORATIONNAIC NO: 25887 COMPANY: UNITED STATES FIDELITY AND GUARANTY  
25895 UNITED STATES LIABILITY INSURANCE  
41181 UNIVERSAL UNDERWRITERS INSURANCE COMPANY

|                                      | NAIC NO: | 23256  | 25887     | 21113     | 25895   | 23949   | 41181   |
|--------------------------------------|----------|--------|-----------|-----------|---------|---------|---------|
| ADMITTED ASSETS                      |          | 48,828 | 8,503,778 | 3,429,741 | 147,696 | 129,995 | 836,109 |
| LIABILITIES                          |          | 33,499 | 7,108,661 | 2,860,317 | 57,920  | 126,766 | 576,921 |
| SURPLUS                              |          | 15,329 | 1,395,116 | 569,423   | 89,776  | 3,228   | 259,187 |
| NET PREMIUMS WRITTEN                 |          | 29,068 | 3,509,655 | 1,166,174 | 21,193  | 3,878   | 412,430 |
| PREMIUMS EARNED                      |          | 26,615 | 3,573,978 | 1,228,474 | 20,548  | 2,714   | 395,297 |
| LOSSES INCURRED                      |          | 17,681 | 2,172,985 | 800,496   | 4,479   | 5,341   | 238,126 |
| LOSS EXPENSES INCURRED               |          | 3,502  | 342,980   | 174,224   | 2,493   | 2,658   | 36,223  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 7,485  | 1,067,170 | 369,730   | 6,102   | 1,977   | 66,710  |
| OTHER DEDUCTIONS                     |          | 0      | 0         | 0         | 0       | 0       | 0       |
| NET UNDERWRITING GAIN                |          | -2,053 | -9,158    | -115,976  | 7,473   | -7,263  | 54,236  |
| NET INVESTMENT GAIN                  |          | 1,990  | 477,142   | 194,428   | 4,661   | 5,956   | 63,203  |
| OTHER INCOME                         |          | 104    | 8,908     | -20,888   | 0       | -1,191  | -1,464  |
| DIVIDENDS TO POLICYHOLDERS           |          | 0      | 24,301    | 21,218    | 0       | 0       | 59,257  |
| FEDERAL INCOME TAXES INCURRED        |          | 37     | 12,600    | -50,726   | 2,777   | 0       | 5,720   |
| NET INCOME                           |          | 3      | 439,990   | 87,071    | 9,357   | -2,499  | 50,998  |
| SURPLUS BEGINNING YEAR               |          | 9,921  | 1,242,320 | 498,559   | 70,855  | 3,435   | 226,375 |

NAIC NO: 25968 COMPANY: USAA CASUALTY INSURANCE COMPANY  
11835 USF RE INSURANCE COMPANY  
26611 VALIANT INSURANCE COMPANYNAIC NO: 18600 COMPANY: USAA GENERAL INDEMNITY COMPANY  
25976 UTICA MUTUAL INSURANCE COMPANY  
20508 VALLEY FORGE INSURANCE COMPANY

|                                      | NAIC NO: | 25968   | 18600  | 11835  | 25976     | 26611  | 20508   |
|--------------------------------------|----------|---------|--------|--------|-----------|--------|---------|
| ADMITTED ASSETS                      |          | 775,043 | 34,741 | 51,844 | 1,034,500 | 22,819 | 362,717 |
| LIABILITIES                          |          | 576,240 | 2,751  | 26,752 | 880,363   | 3,032  | 294,156 |
| SURPLUS                              |          | 198,803 | 31,990 | 25,091 | 154,136   | 19,786 | 68,561  |
| NET PREMIUMS WRITTEN                 |          | 486,007 | 0      | 36,731 | 450,423   | 0      | 124,125 |
| PREMIUMS EARNED                      |          | 457,749 | 0      | 32,692 | 425,296   | 0      | 118,726 |
| LOSSES INCURRED                      |          | 331,254 | 0      | 23,535 | 263,210   | 0      | 85,509  |
| LOSS EXPENSES INCURRED               |          | 70,270  | 36     | 1,566  | 55,970    | 0      | 12,406  |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 55,765  | -1,538 | 14,215 | 136,891   | 0      | 29,528  |
| OTHER DEDUCTIONS                     |          | 0       | 0      | -74    | 0         | 0      | 0       |
| NET UNDERWRITING GAIN                |          | 457     | 1,501  | -6,550 | -30,776   | 0      | -8,718  |
| NET INVESTMENT GAIN                  |          | 50,573  | 2,622  | 2,610  | 70,763    | 3,455  | 28,885  |
| OTHER INCOME                         |          | -3,435  | 2      | 0      | -2,443    | 0      | -145    |
| DIVIDENDS TO POLICYHOLDERS           |          | 1,279   | 0      | 0      | 5,568     | 0      | 3,641   |
| FEDERAL INCOME TAXES INCURRED        |          | 19,425  | 1,304  | 0      | 13,464    | 831    | 0       |
| NET INCOME                           |          | 26,890  | 2,823  | -3,940 | 18,510    | 2,623  | 16,380  |
| SURPLUS BEGINNING YEAR               |          | 165,220 | 29,053 | 29,448 | 151,496   | 17,696 | 52,741  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24554 COMPANY: VANGUARD INSURANCE COMPANY  
26018 VERMONT MUTUAL INSURANCE COMPANY  
40827 VIRGINIA SURETY COMPANY, INC.NAIC NO: 18759 COMPANY: VEREX ASSURANCE INC  
20397 VIGILANT INSURANCE COMPANY  
19658 VISTA INSURANCE COMPANY

|                                      | NAIC NO: 24554 | 18759   | 26018  | 20397   | 40827   | 19658  |
|--------------------------------------|----------------|---------|--------|---------|---------|--------|
| ADMITTED ASSETS                      | 16,434         | 527,681 | 82,605 | 742,866 | 526,825 | 16,710 |
| LIABILITIES                          | 833            | 288,251 | 39,613 | 619,396 | 388,814 | 5,212  |
| SURPLUS                              | 15,600         | 239,429 | 42,992 | 123,469 | 138,010 | 11,498 |
| NET PREMIUMS WRITTEN                 | 0              | 90,943  | 40,933 | 338,997 | 160,536 | 1,933  |
| PREMIUMS EARNED                      | 0              | 110,477 | 39,359 | 327,605 | 141,756 | 2,291  |
| LOSSES INCURRED                      | 0              | 117,090 | 18,649 | 181,449 | 88,540  | 1,531  |
| LOSS EXPENSES INCURRED               | 0              | 13,585  | 4,222  | 42,505  | 6,884   | 0      |
| OTHER UNDERWRITING EXPENSES INCURRED | -615           | 16,010  | 14,010 | 107,852 | 37,446  | 77     |
| OTHER DEDUCTIONS                     | 0              | -23,184 | 0      | 0       | 0       | 0      |
| NET UNDERWRITING GAIN                | 615            | -13,024 | 2,476  | -4,201  | 8,884   | 682    |
| NET INVESTMENT GAIN                  | 1,104          | 6,959   | 4,450  | 37,283  | 34,556  | 926    |
| OTHER INCOME                         | 0              | -5,469  | 92     | 901     | -11,103 | 0      |
| DIVIDENDS TO POLICYHOLDERS           | 0              | 0       | 114    | 2,015   | 2,103   | 0      |
| FEDERAL INCOME TAXES INCURRED        | 0              | -17,691 | 2,009  | 10,220  | 3,081   | 487    |
| NET INCOME                           | 1,719          | 6,156   | 4,814  | 21,748  | 27,152  | 1,121  |
| SURPLUS BEGINNING YEAR               | 14,581         | 162,777 | 36,082 | 111,025 | 125,618 | 10,559 |

NAIC NO: 41211 COMPANY: VOYAGER GUARANTY INSURANCE COMPANY  
26042 WAUSAU UNDERWRITERS INSURANCE COMPANY  
21121 WESTCHESTER FIRE INSURANCE COMPANYNAIC NO: 32778 COMPANY: WASHINGTON INTERNATIONAL INSURANCE  
24090 WEST AMERICAN INSURANCE COMPANY  
26093 WESTERN CASUALTY AND SURETY COMPANY THE

|                                      | NAIC NO: 41211 | 32778  | 26042   | 24090     | 21121     | 26093   |
|--------------------------------------|----------------|--------|---------|-----------|-----------|---------|
| ADMITTED ASSETS                      | 20,450         | 23,663 | 122,115 | 1,399,802 | 1,575,583 | 466,042 |
| LIABILITIES                          | 13,734         | 17,207 | 97,272  | 954,184   | 1,299,730 | 296,516 |
| SURPLUS                              | 6,716          | 6,456  | 24,843  | 445,697   | 275,853   | 169,526 |
| NET PREMIUMS WRITTEN                 | 1,004          | 19,219 | 33,202  | 636,023   | 511,979   | 198,920 |
| PREMIUMS EARNED                      | 10,968         | 19,307 | 32,795  | 629,589   | 539,330   | 200,024 |
| LOSSES INCURRED                      | 4,291          | 4,715  | 28,704  | 347,262   | 351,437   | 95,240  |
| LOSS EXPENSES INCURRED               | 8              | 1,478  | 5,947   | 74,650    | 76,488    | 12,503  |
| OTHER UNDERWRITING EXPENSES INCURRED | 8,028          | 11,959 | 2,364   | 204,781   | 162,725   | 58,728  |
| OTHER DEDUCTIONS                     | 0              | 0      | 0       | 0         | 0         | 0       |
| NET UNDERWRITING GAIN                | -1,360         | 1,153  | -4,220  | 2,895     | -51,321   | 33,551  |
| NET INVESTMENT GAIN                  | 2,314          | 1,239  | 7,907   | 89,127    | 131,904   | 31,043  |
| OTHER INCOME                         | 0              | 0      | -838    | -1,019    | -7,060    | -239    |
| DIVIDENDS TO POLICYHOLDERS           | 0              | 0      | 430     | 9,103     | 9,315     | 0       |
| FEDERAL INCOME TAXES INCURRED        | -659           | 725    | 323     | 24,238    | 308       | 7,561   |
| NET INCOME                           | 1,613          | 1,667  | 2,094   | 57,661    | 63,898    | 56,793  |
| SURPLUS BEGINNING YEAR               | 5,210          | 7,344  | 23,376  | 422,473   | 225,534   | 191,414 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 32883 COMPANY: WESTERN EMPLOYERS INSURANCE COMPANY  
24112 WESTFIELD INSURANCE COMPANY  
26166 WINDSOR-MOUNT JOY MUTUAL INSURANCENAIC NO: 13188 COMPANY: WESTERN SURETY COMPANY  
12599 WINDSOR INSURANCE COMPANY  
18740 WISCONSIN MORTGAGE ASSURANCE

|                                      | NAIC NO: | 32883   | 13188   | 24112   | 12599  | 26166  | 18740    |
|--------------------------------------|----------|---------|---------|---------|--------|--------|----------|
| ADMITTED ASSETS                      |          | 130,325 | 100,178 | 327,235 | 86,428 | 10,569 | 79,168   |
| LIABILITIES                          |          | 132,612 | 76,449  | 217,785 | 54,993 | 6,080  | 309,573  |
| SURPLUS                              |          | -2,286  | 23,728  | 109,450 | 31,435 | 4,489  | -230,405 |
| NET PREMIUMS WRITTEN                 |          | -790    | 58,654  | 157,541 | 64,165 | 5,790  | 792      |
| PREMIUMS EARNED                      |          | -1,768  | 55,959  | 159,018 | 60,014 | 5,506  | 199      |
| LOSSES INCURRED                      |          | -1,555  | 5,517   | 89,003  | 31,328 | 2,241  | 2,094    |
| LOSS EXPENSES INCURRED               |          | 7,451   | 3,071   | 14,475  | 6,381  | 520    | 1,040    |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 4,506   | 36,843  | 51,568  | 21,782 | 2,177  | 398      |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0       | 0      | 0      | 0        |
| NET UNDERWRITING GAIN                |          | -12,171 | 10,526  | 3,970   | 523    | 565    | -3,333   |
| NET INVESTMENT GAIN                  |          | 5,665   | 6,615   | 23,209  | 7,514  | 546    | 1,132    |
| OTHER INCOME                         |          | -7,776  | 125     | -9,420  | 0      | 0      | 0        |
| DIVIDENDS TO POLICYHOLDERS           |          | -110    | 377     | 376     | 0      | 0      | 0        |
| FEDERAL INCOME TAXES INCURRED        |          | -173    | 4,886   | 5,049   | 2,325  | 445    | -703     |
| NET INCOME                           |          | -13,997 | 12,003  | 12,326  | 5,712  | 667    | -1,497   |
| SURPLUS BEGINNING YEAR               |          | -2,493  | 19,287  | 92,984  | 32,302 | 3,757  | -230,217 |

NAIC NO: 26050 COMPANY: WORLDWIDE UNDERWRITERS INSURANCE  
26220 YOSEMITE INSURANCE COMPANY  
16535 ZURICH INSURANCE COMPANYNAIC NO: 11126 COMPANY: YASUDA FIRE & MARINE INSURANCE  
27855 ZURICH AMERICAN INSURANCE COMPANY

|                                      | NAIC NO: | 26050   | 11126   | 26220  | 27855  | 16535     |
|--------------------------------------|----------|---------|---------|--------|--------|-----------|
| ADMITTED ASSETS                      |          | 208,110 | 120,026 | 54,205 | 30,733 | 2,182,513 |
| LIABILITIES                          |          | 149,101 | 89,052  | 23,097 | 20,405 | 1,797,729 |
| SURPLUS                              |          | 59,009  | 30,973  | 31,108 | 10,328 | 384,783   |
| NET PREMIUMS WRITTEN                 |          | 123,742 | 44,739  | 13,313 | 9,410  | 828,144   |
| PREMIUMS EARNED                      |          | 129,268 | 43,429  | 13,699 | 9,176  | 807,502   |
| LOSSES INCURRED                      |          | 99,348  | 24,395  | 7,077  | 5,877  | 517,253   |
| LOSS EXPENSES INCURRED               |          | 16,789  | 10,369  | 980    | 1,323  | 116,491   |
| OTHER UNDERWRITING EXPENSES INCURRED |          | 27,201  | 16,118  | 4,107  | 2,748  | 226,990   |
| OTHER DEDUCTIONS                     |          | 0       | 0       | 0      | 0      | 0         |
| NET UNDERWRITING GAIN                |          | -14,071 | -7,454  | 1,526  | -773   | -53,234   |
| NET INVESTMENT GAIN                  |          | 13,893  | 9,002   | 3,918  | 2,312  | 139,440   |
| OTHER INCOME                         |          | 547     | -115    | 6      | -8     | -769      |
| DIVIDENDS TO POLICYHOLDERS           |          | 0       | 855     | 0      | 113    | 9,978     |
| FEDERAL INCOME TAXES INCURRED        |          | 1,347   | 50      | 995    | 172    | 3,003     |
| NET INCOME                           |          | -977    | 526     | 4,455  | 1,243  | 72,455    |
| SURPLUS BEGINNING YEAR               |          | 58,444  | 30,358  | 28,432 | 9,305  | 340,652   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

|                                      | TOTAL       |
|--------------------------------------|-------------|
| ADMITTED ASSETS                      | 427,863,817 |
| LIABILITIES                          | 318,479,122 |
| SURPLUS                              | 109,384,694 |
| NET PREMIUMS WRITTEN                 | 159,603,451 |
| PREMIUMS EARNED                      | 160,214,598 |
| LOSSES INCURRED                      | 106,547,648 |
| LOSS EXPENSES INCURRED               | 19,180,853  |
| OTHER UNDERWRITING EXPENSES INCURRED | 41,847,803  |
| OTHER DEDUCTIONS                     | 31,235      |
| NET UNDERWRITING GAIN                | -7,392,943  |
| NET INVESTMENT GAIN                  | 25,029,125  |
| OTHER INCOME                         | -347,053    |
| DIVIDENDS TO POLICYHOLDERS           | 2,232,157   |
| FEDERAL INCOME TAXES INCURRED        | 2,472,101   |
| NET INCOME                           | 12,584,869  |
| SURPLUS BEGINNING YEAR               | 96,599,904  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF PROPERTY AND CASUALTY INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

|                                      | TOTAL<br>DOMESTIC | TOTAL<br>FOREIGN | TOTAL       |
|--------------------------------------|-------------------|------------------|-------------|
| ADMITTED ASSETS                      | 487,236           | 427,863,817      | 428,351,054 |
| LIABILITIES                          | 347,598           | 318,479,122      | 318,826,721 |
| SURPLUS                              | 139,637           | 109,384,694      | 109,524,332 |
| NET PREMIUMS WRITTEN                 | 178,781           | 159,603,451      | 159,782,233 |
| PREMIUMS EARNED                      | 167,646           | 160,214,598      | 160,382,245 |
| LOSSES INCURRED                      | 98,801            | 106,547,648      | 106,646,450 |
| LOSS EXPENSES INCURRED               | 25,287            | 19,180,853       | 19,206,140  |
| OTHER UNDERWRITING EXPENSES INCURRED | 36,618            | 41,847,803       | 41,884,422  |
| OTHER DEDUCTIONS                     | 0                 | 31,235           | 31,235      |
| NET UNDERWRITING GAIN                | 6,938             | -7,392,943       | -7,386,004  |
| NET INVESTMENT GAIN                  | 30,653            | 25,029,125       | 25,059,779  |
| OTHER INCOME                         | 321               | -347,053         | -346,731    |
| DIVIDENDS TO POLICYHOLDERS           | 2,846             | 2,232,157        | 2,234,204   |
| FEDERAL INCOME TAXES INCURRED        | 7,590             | 2,472,101        | 2,479,691   |
| NET INCOME                           | 28,276            | 12,584,869       | 12,613,146  |
| SURPLUS BEGINNING YEAR               | 103,341           | 96,599,904       | 96,703,245  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PART 2

PROPERTY AND CASUALTY  
PREMIUM PROFILE

A) DOMESTIC



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26026 COMPANY: EARLY SETTLERS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 172      | 183    | 0         | 70     | 72       |
| ALLIED LINES                       | 18       | 19     | 0         | 7      | 16       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 233      | 246    | 0         | 138    | 268      |
| - COMMERCIAL                       | 35       | 39     | 0         | 30     | -84      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 11       | 11     | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2,358    | 2,347  | 0         | 1,657  | 1,566    |
| OTHER LIABILITY                    | 66       | 62     | 0         | 33     | -63      |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,871    | 3,965  | 0         | 3,751  | 1,984    |
| - COMMERCIAL                       | 92       | 146    | 0         | 62     | 164      |
| PHYSICAL DAMAGE - PP AUTO          | 1,466    | 1,802  | 0         | 1,028  | 964      |
| - COMMERCIAL AUTO                  | 56       | 74     | 0         | 25     | 22       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 7,384    | 8,900  | 0         | 6,806  | 4,912    |

NAIC NO: 26158 COMPANY: EASTERN SHORE OF VIRGINIA FIRE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 252      | 248    | 0         | 55     | 78       |
| ALLIED LINES                       | 50       | 47     | 0         | 4      | 4        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 681      | 647    | 0         | 321    | 362      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 2        | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 235      | 658    | 0         | 415    | 6        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,223    | 1,603  | 0         | 797    | 451      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

NAIC NO: 00057 COMPANY: H A A OF VIRGINIA, INC.

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 732      | 524    | 0         | 187    | 187      |
| TOTAL                              | 732      | 524    | 0         | 187    | 187      |

NAIC NO: 28916 COMPANY: HOME GUARANTY INSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 2,244    | 2,448  | 0         | 326    | 275      |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,244    | 2,448  | 0         | 326    | 275      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

NAIC NO: 41246 COMPANY: HOW INSURANCE COMPANY, A RISK RETENTION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 1,389    | 649    | 0         | 442    | 581      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,389    | 649    | 0         | 442    | 581      |

NAIC NO: 28932 COMPANY: MARKEL AMERICAN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,491    | 591    | 0         | 86     | 337      |
| - COMMERCIAL                       | 489      | 475    | 0         | 383    | 614      |
| PHYSICAL DAMAGE - PP AUTO          | 356      | 138    | 0         | 50     | 103      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,337    | 1,205  | 0         | 520    | 1,055    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11533 COMPANY: MID-ATLANTIC INSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 786      | 264    | 0         | 40     | 150      |
| TOTAL                              | 786      | 264    | 0         | 40     | 150      |

NAIC NO: 00047 COMPANY: REALSAFE CORPORATION OF VIRGINIA, INC.

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 11       | 0      | 0         | 0      | 6        |
| TOTAL                              | 11       | 0      | 0         | 0      | 6        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

NAIC NO: 42595 COMPANY: ROCKINGHAM CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,772    | 1,636  | 0         | 905    | 1,098    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,499    | 1,353  | 0         | 624    | 638      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,271    | 2,989  | 0         | 1,530  | 1,737    |

NAIC NO: 26867 COMPANY: SOUTHERN INSURANCE COMPANY OF VIRGINIA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 267      | 166    | 0         | 46     | 12       |
| ALLIED LINES                       | 80       | 49     | 0         | 4      | 4        |
| MULTIPLE PERIL - FARMOWNERS        | 106      | 46     | 0         | 144    | 147      |
| - HOMEOWNERS                       | 860      | 562    | 0         | 181    | 343      |
| - COMMERCIAL                       | 1,180    | 978    | 0         | 161    | 248      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 57       | 37     | 0         | 3      | 2        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 408      | 299    | 0         | 6      | 12       |
| AUTO LIABILITY - PRIVATE PASSENGER | 4,182    | 4,063  | 0         | 1,861  | 3,657    |
| - COMMERCIAL                       | 488      | 357    | 0         | 30     | 67       |
| PHYSICAL DAMAGE - PP AUTO          | 2,230    | 2,128  | 0         | 1,394  | 1,401    |
| - COMMERCIAL AUTO                  | 167      | 130    | 0         | 34     | 42       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 2        | 1      | 0         | 0      | 0        |
| TOTAL                              | 10,036   | 8,825  | 0         | 3,870  | 5,941    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

NAIC NO: 15709 COMPANY: SOUTHERN STATES INSURANCE EXCHANGE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 25       | 25     | 21        | 0      | 0        |
| ALLIED LINES                       | 3        | 3      | 2         | 1      | -1       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 638      | 638    | 540       | 24     | 12       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 87       | 87     | 21        | 27     | 11       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 544      | 541    | 140       | 283    | 1,126    |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 174      | 174    | 163       | 82     | 61       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 17       | 15     | 10        | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,491    | 1,486  | 899       | 418    | 1,211    |

NAIC NO: 26034 COMPANY: VIRGINIA FARM BUREAU MUTUAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2,140    | 2,099  | 0         | 778    | 943      |
| ALLIED LINES                       | 1,199    | 1,191  | 12        | 1,555  | 1,309    |
| MULTIPLE PERIL - FARMOWNERS        | 6,560    | 6,596  | 0         | 4,261  | 3,523    |
| - HOMEOWNERS                       | 6,928    | 6,691  | 0         | 5,202  | 5,623    |
| - COMMERCIAL                       | 1,389    | 1,321  | 0         | 233    | 302      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 752      | 728    | 0         | 249    | 287      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 118      | 119    | 0         | 106    | 136      |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 1,246    | 1,237  | 0         | 169    | 576      |
| AUTO LIABILITY - PRIVATE PASSENGER | 20,590   | 20,289 | 0         | 14,289 | 13,887   |
| - COMMERCIAL                       | 1,906    | 1,888  | 0         | 1,374  | 1,360    |
| PHYSICAL DAMAGE - PP AUTO          | 13,598   | 13,313 | 0         | 8,459  | 8,005    |
| - COMMERCIAL AUTO                  | 1,108    | 1,107  | 0         | 423    | 413      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 57,541   | 56,584 | 12        | 37,104 | 36,370   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

NAIC NO: 33812 COMPANY: VIRGINIA INSURANCE RECIPROCAL, THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | -1       |
| MEDICAL MALPRACTICE                | 33,084   | 33,084 | 0         | 7,738  | 9,845    |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 7,181    | 7,181  | 682       | 3,988  | 5,208    |
| OTHER LIABILITY                    | 16,127   | 16,127 | 0         | 2,680  | 2,840    |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 56,394   | 56,394 | 682       | 14,407 | 17,892   |

NAIC NO: 00086 COMPANY: VIRGINIA MEDICAL MALPRACTICE JOINT

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 3,722    | 3,358  | 0         | 11     | 1,616    |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,722    | 3,358  | 0         | 11     | 1,616    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

NAIC NO: 00066 COMPANY: VIRGINIA MUNICIPAL SELF-INSURANCE ASSOC.

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 3,650    | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 4,335    | 0      | 0         | 0      | 0        |
| TOTAL                              | 7,985    | 0      | 0         | 0      | 0        |

NAIC NO: 18791 COMPANY: VIRGINIA MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 473      | 470    | 0         | 320    | 249      |
| ALLIED LINES                       | 140      | 137    | 0         | 33     | 40       |
| MULTIPLE PERIL - FARMOWNERS        | 241      | 242    | 0         | 249    | 165      |
| - HOMEOWNERS                       | 3,069    | 2,954  | 0         | 1,621  | 1,924    |
| - COMMERCIAL                       | 987      | 961    | 0         | 140    | 169      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 324      | 305    | 0         | 135    | 147      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 276      | 283    | 0         | 245    | 210      |
| OTHER LIABILITY                    | 831      | 796    | 0         | 23     | 72       |
| AUTO LIABILITY - PRIVATE PASSENGER | 6,550    | 6,469  | 0         | 4,422  | 4,449    |
| - COMMERCIAL                       | 2,590    | 2,505  | 0         | 1,150  | 1,829    |
| PHYSICAL DAMAGE - PP AUTO          | 4,265    | 4,244  | 0         | 2,308  | 2,377    |
| - COMMERCIAL AUTO                  | 984      | 967    | 0         | 423    | 427      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 1      | 0         | 0      | 0        |
| TOTAL                              | 20,780   | 20,385 | 0         | 11,081 | 12,063   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1986

TYPE: DOMESTIC PROPERTY AND CASUALTY INSURANCE

NAIC NO: 00202 COMPANY: VIRGINIA TRANSIT LIABILITY POOL

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,338    | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 33       | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,372    | 0      | 0         | 0      | 0        |

NAIC NO: 23370 COMPANY: WESTMORELAND INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 16       | 29     | 0         | 10     | -3       |
| OTHER LIABILITY                    | 1        | 11     | 0         | 0      | 10       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 18       | 40     | 0         | 10     | 6        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS.

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: TOTAL DOMESTIC PROPERTY AND CASUALTY

|                                    | PREMIUMS |         | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|---------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED  |           | PAID   | INCURRED |
| FIRE                               | 3,332    | 3,194   | 21        | 1,271  | 1,357    |
| ALLIED LINES                       | 1,491    | 1,448   | 14        | 1,606  | 1,373    |
| MULTIPLE PERIL - FARMOWNERS        | 6,907    | 6,885   | 0         | 4,655  | 3,836    |
| - HOMEOWNERS                       | 11,774   | 11,103  | 0         | 7,466  | 8,522    |
| - COMMERCIAL                       | 4,232    | 3,938   | 540       | 597    | 648      |
| OCEAN MARINE                       | 0        | 0       | 0         | 0      | 0        |
| INLAND MARINE                      | 1,235    | 1,171   | 21        | 415    | 448      |
| MEDICAL MALPRACTICE                | 36,807   | 36,443  | 0         | 7,749  | 11,462   |
| ACCIDENT AND SICKNESS              | 118      | 119     | 0         | 106    | 136      |
| WORKMEN'S COMPENSATION             | 10,378   | 10,384  | 823       | 6,185  | 8,108    |
| OTHER LIABILITY                    | 20,071   | 19,105  | 0         | 3,356  | 4,031    |
| AUTO LIABILITY - PRIVATE PASSENGER | 37,459   | 37,015  | 0         | 25,316 | 25,415   |
| - COMMERCIAL                       | 5,567    | 5,374   | 0         | 3,001  | 4,036    |
| PHYSICAL DAMAGE - PP AUTO          | 28,485   | 22,981  | 0         | 13,866 | 13,491   |
| - COMMERCIAL AUTO                  | 2,727    | 3,113   | 163       | 1,404  | 972      |
| CREDIT                             | 2,244    | 2,448   | 0         | 326    | 275      |
| FIDELITY AND SURETY                | 17       | 15      | 10        | 0      | 0        |
| OTHER                              | 5,902    | 811     | 0         | 227    | 344      |
| TOTAL                              | 178,720  | 165,682 | 1,594     | 77,554 | 84,461   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PART 2

PROPERTY AND CASUALTY  
PREMIUM PROFILE

B) FOREIGN

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 35742 COMPANY: ACCELERATION NATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 749      | 471    | 0         | 308    | 314      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 750      | 472    | 0         | 308    | 314      |

NAIC NO: 26379 COMPANY: ACCREDITED SURETY AND CASUALTY COMPANY.

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1,229    | 1,229  | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,229    | 1,229  | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22950 COMPANY: ACSTAR INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2        | 4      | 0         | 2      | 2        |
| ALLIED LINES                       | 0        | 1      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 77       | 171    | 0         | 56     | 39       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 4      | 0         | 1      | 1        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 86       | 176    | 0         | 297    | 186      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 47       | 103    | 0         | 77     | 77       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 217      | 461    | 0         | 434    | 307      |

NAIC NO: 33898 COMPANY: AEGIS SECURITY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,643    | 1,663  | 0         | 435    | 545      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1        | 16     | 0         | 76     | 77       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 4      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,645    | 1,685  | 0         | 512    | 623      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19046 COMPANY: AETNA CASUALTY &amp; SURETY COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 62       | 13     | 0         | 0      | 0        |
| ALLIED LINES                       | 12       | 0      | 0         | 6      | 7        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 9,740    | 7,609  | 0         | 1,193  | 2,551    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 41       | 25     | 0         | 4      | 6        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 4,247    | 3,724  | 118       | 1,248  | 3,286    |
| OTHER LIABILITY                    | 60       | 81     | 0         | 37     | 138      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 116      | 36     | 0         | 0      | 12       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 30       | 12     | 0         | 2      | 2        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 14,310   | 11,512 | 118       | 2,493  | 6,005    |

NAIC NO: 31194 COMPANY: AETNA CASUALTY &amp; SURETY COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19038 COMPANY: AETNA CASUALTY AND SURETY COMPANY THE

|                                    | PREMIUMS |         | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|---------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED  |           | PAID   | INCURRED |
| FIRE                               | 3,438    | 3,664   | 0         | 1,153  | 1,051    |
| ALLIED LINES                       | 2,056    | -702    | 0         | 862    | 666      |
| MULTIPLE PERIL - FARMOWNERS        | 189      | 169     | 0         | 49     | 41       |
| - HOMEOWNERS                       | 7,059    | 6,949   | 0         | 3,131  | 3,302    |
| - COMMERCIAL                       | 10,511   | 13,801  | 0         | 4,757  | 3,804    |
| OCEAN MARINE                       | 244      | 242     | 0         | 183    | 169      |
| INLAND MARINE                      | 3,834    | 3,788   | 0         | 1,332  | 1,374    |
| MEDICAL MALPRACTICE                | -295     | -293    | 0         | 536    | 1,150    |
| ACCIDENT AND SICKNESS              | 0        | 0       | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 23,559   | 23,266  | 0         | 14,802 | 27,621   |
| OTHER LIABILITY                    | 27,131   | 27,344  | 0         | 8,551  | 74,728   |
| AUTO LIABILITY - PRIVATE PASSENGER | 32,648   | 32,119  | 0         | 22,174 | 26,403   |
| - COMMERCIAL                       | 12,586   | 12,164  | 0         | 8,951  | 7,579    |
| PHYSICAL DAMAGE - PP AUTO          | 20,365   | 19,837  | 0         | 10,839 | 11,050   |
| - COMMERCIAL AUTO                  | 3,257    | 3,582   | 0         | 1,474  | 1,114    |
| CREDIT                             | 139      | 50      | 0         | 0      | 265      |
| FIDELITY AND SURETY                | 9,979    | 8,781   | 0         | -150   | -218     |
| OTHER                              | 2,325    | 2,328   | 0         | 266    | 200      |
| TOTAL                              | 159,032  | 157,095 | 0         | 78,916 | 160,385  |

NAIC NO: 10014 COMPANY: AFFILIATED FM INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 209      | 243    | 0         | 81     | 82       |
| ALLIED LINES                       | 45       | 52     | 0         | 68     | -43      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 3        | 3      | 0         | 0      | 0        |
| - COMMERCIAL                       | 618      | 656    | 0         | 0      | 193      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 165      | 183    | 0         | 0      | -9       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 10     | 32       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 14       | 13     | 0         | 0      | 0        |
| OTHER                              | 6        | 12     | 0         | 0      | 0        |
| TOTAL                              | 1,054    | 1,165  | 0         | 160    | 255      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26344 COMPANY: AGRICULTURAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 136      | 146    | 0         | 55     | 75       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 3        | 3      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 43       | 40     | 5         | 26     | -39      |
| OTHER LIABILITY                    | -107     | 27     | 0         | 0      | -135     |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 43       | 30     | 0         | 5      | 11       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 21       | 15     | 0         | 0      | 10       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 142      | 264    | 6         | 96     | -76      |

NAIC NO: 10022 COMPANY: AGWAY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 18       | 25     | 0         | 93     | -13      |
| ALLIED LINES                       | 3        | 5      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 201      | 279    | 0         | 84     | 112      |
| - HOMEOWNERS                       | 103      | 325    | 0         | 533    | 539      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 9      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 5        | 6      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 684      | 896    | 0         | 783    | 961      |
| - COMMERCIAL                       | 16       | 17     | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 463      | 655    | 0         | 374    | 327      |
| - COMMERCIAL AUTO                  | 4        | 3      | 0         | 1      | 1        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,595    | 2,225  | 0         | 1,872  | 1,929    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19399 COMPANY: AIU INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 97       | 149    | 0         | 10     | 242      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 62       | 67     | 0         | 26     | -3       |
| OTHER LIABILITY                    | 45       | 45     | 0         | -1     | 34       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | -2     | -30      |
| - COMMERCIAL                       | 179      | 141    | 0         | 44     | 92       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 45       | 42     | 0         | 28     | 28       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 431      | 447    | 0         | 105    | 364      |

NAIC NO: 19917 COMPANY: ALBANY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 1,751    | 1,597  | 0         | 1,260  | 739      |
| INLAND MARINE                      | 894      | 804    | 0         | 375    | 675      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,646    | 2,401  | 0         | 1,635  | 1,415    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 27138 COMPANY: ALEXANDER HAMILTON INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 82       | 99     | 0         | 3      | 9        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 82       | 99     | 0         | 3      | 9        |

NAIC NO: 20222 COMPANY: ALL AMERICA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 4        | 4      | 0         | 0      | 0        |
| ALLIED LINES                       | 1        | 2      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 109      | 105    | 0         | 44     | 26       |
| - COMMERCIAL                       | -2       | 0      | 0         | 0      | -22      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 2        | 2      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 2        | 2      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 118      | 121    | 0         | 33     | 18       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 50       | 51     | 0         | 20     | 20       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 287      | 292    | 0         | 97     | 43       |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21482 COMPANY: ALLENDALE MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2,367    | 2,397  | 0         | 11,229 | 13,840   |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 418      | 456    | 0         | 131    | -45      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 318      | 357    | 0         | 62     | -14      |
| TOTAL                              | 3,104    | 3,210  | 0         | 11,423 | 13,779   |

NAIC NO: 20273 COMPANY: ALLIANCE ASSURANCE COMPANY LIMITED

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 3        | 5      | 0         | 0      | -1       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 6        | 8      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 10       | 13     | 0         | 0      | -1       |

NOTE: \$(900) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 35300 COMPANY: ALLIANZ INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 52       | 45     | 0         | 9      | 13       |
| ALLIED LINES                       | 47       | 46     | 0         | 6      | 7        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 70       | 78     | 0         | 2      | 2        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 456      | 391    | 0         | 0      | 11       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 276      | 269    | 0         | 279    | 665      |
| OTHER LIABILITY                    | 407      | 399    | 0         | 26     | 266      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 150      | 160    | 0         | 2      | 82       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 33       | 34     | 0         | 10     | 7        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 18       | 15     | 0         | 0      | 0        |
| TOTAL                              | 1,512    | 1,441  | 0         | 337    | 1,057    |

NAIC NO: 19240 COMPANY: ALLSTATE INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 747      | 770    | 0         | 275    | 277      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 3        | 4      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 366      | 328    | 0         | 286    | 530      |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 42,458   | 39,357 | 0         | 18,620 | 26,101   |
| - COMMERCIAL                       | 796      | 736    | 0         | 331    | 295      |
| PHYSICAL DAMAGE - PP AUTO          | 24,716   | 22,485 | 0         | 12,692 | 13,722   |
| - COMMERCIAL AUTO                  | 349      | 320    | 0         | 183    | 205      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 69,555   | 64,120 | 0         | 32,388 | 41,133   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19232 COMPANY: ALLSTATE INSURANCE COMPANY

|                                    | PREMIUMS |         | DIVIDENDS | LOSSES  |          |
|------------------------------------|----------|---------|-----------|---------|----------|
|                                    | WRITTEN  | EARNED  |           | PAID    | INCURRED |
| FIRE                               | 1,720    | 1,749   | 0         | 1,430   | 1,528    |
| ALLIED LINES                       | 1,265    | 908     | 0         | 313     | 323      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0       | 0         | 0       | 0        |
| - HOMEOWNERS                       | 39,816   | 36,279  | 0         | 23,019  | 24,697   |
| - COMMERCIAL                       | 6,420    | 5,820   | 0         | 3,008   | 3,453    |
| OCEAN MARINE                       | 0        | 0       | 0         | 5       | 2        |
| INLAND MARINE                      | 2,808    | 2,505   | 0         | 1,510   | 1,595    |
| MEDICAL MALPRACTICE                | 0        | 0       | 0         | 0       | 5        |
| ACCIDENT AND SICKNESS              | 8,048    | 8,681   | 0         | 8,041   | 8,118    |
| WORKMEN'S COMPENSATION             | 2,073    | 2,064   | 39        | 1,774   | 2,700    |
| OTHER LIABILITY                    | 1,265    | 1,228   | 0         | 479     | 475      |
| AUTO LIABILITY - PRIVATE PASSENGER | 91,348   | 91,059  | 0         | 56,931  | 63,495   |
| - COMMERCIAL                       | 2,493    | 2,194   | 0         | 937     | 903      |
| PHYSICAL DAMAGE - PP AUTO          | 61,809   | 60,127  | 0         | 35,158  | 35,895   |
| - COMMERCIAL AUTO                  | 1,127    | 970     | 0         | 616     | 671      |
| CREDIT                             | 35       | 35      | 0         | 0       | 13       |
| FIDELITY AND SURETY                | 5        | 25      | 0         | -2      | -42      |
| OTHER                              | 62       | 42      | 0         | 8       | 2        |
| TOTAL                              | 220,852  | 215,044 | 39        | 133,234 | 143,038  |

NAIC NO: 13293 COMPANY: AMALGAMATED CASUALTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 18708 COMPANY: AMBAC INDEMNITY CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 241      | 169    | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 241      | 169    | 0         | 0      | 0        |

NAIC NO: 10103 COMPANY: AMERICAN AGRICULTURAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1966

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26832 COMPANY: AMERICAN ALLIANCE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 2      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,365    | 1,597  | 0         | 916    | 984      |
| - COMMERCIAL                       | 899      | 993    | 0         | 45     | 500      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 187      | 110    | 0         | 14     | 18       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 402      | 663    | 0         | 455    | 325      |
| OTHER LIABILITY                    | 470      | 314    | 0         | 21     | 319      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,719    | 1,717  | 0         | 462    | 799      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 650      | 611    | 0         | 245    | 263      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 11       | 15     | 0         | 0      | 0        |
| OTHER                              | 18       | 17     | 0         | 5      | 7        |
| TOTAL                              | 5,643    | 6,045  | 0         | 2,166  | 3,220    |

NAIC NO: 10073 COMPANY: AMERICAN AMBASSADOR CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24589 COMPANY: AMERICAN AND FOREIGN INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2        | 1      | 0         | 0      | 0        |
| ALLIED LINES                       | 1        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 2        | 1      | 0         | 0      | 0        |
| - COMMERCIAL                       | 4,327    | 4,162  | 0         | 1,350  | 2,110    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,552    | 1,520  | 237       | 1,299  | 1,003    |
| OTHER LIABILITY                    | 12       | 11     | 0         | 0      | 9        |
| AUTO LIABILITY - PRIVATE PASSENGER | 297      | 268    | 0         | 100    | 296      |
| - COMMERCIAL                       | 226      | 224    | 0         | 81     | 51       |
| PHYSICAL DAMAGE - PP AUTO          | 393      | 346    | 0         | 106    | 110      |
| - COMMERCIAL AUTO                  | 99       | 94     | 0         | 11     | 11       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 6,918    | 6,633  | 237       | 2,950  | 3,670    |

NAIC NO: 21849 COMPANY: AMERICAN AUTOMOBILE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 47       | 53     | 0         | 32     | 29       |
| ALLIED LINES                       | 9        | 10     | 0         | 0      | 1        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 92       | 87     | 0         | 11     | 10       |
| - COMMERCIAL                       | 1,280    | 1,399  | 1         | 377    | 512      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 196      | 163    | 0         | 50     | 80       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 187    | 1         | 87     | 200      |
| OTHER LIABILITY                    | 1,313    | 1,200  | 4         | 36     | 1,226    |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 996      | 905    | 13        | 124    | 523      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 222      | 169    | 0         | 26     | 30       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1        | 1      | 0         | 0      | -2       |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 4,168    | 4,180  | 21        | 746    | 2,621    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10111 COMPANY: AMERICAN BANKERS INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 411      | 393    | 0         | 94     | 234      |
| ALLIED LINES                       | 73       | 75     | 0         | 2      | 4        |
| MULTIPLE PERIL - FARMOWNERS        | 85       | 76     | 0         | 45     | 56       |
| - HOMEOWNERS                       | 491      | 522    | 0         | 332    | 328      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 2,344    | 2,411  | 0         | 1,318  | 1,498    |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 270      | 285    | 0         | 22     | 45       |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 23       | 35     | 0         | 15     | 3        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 3,956    | 4,314  | 0         | 1,285  | 1,289    |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 1      | 0         | 0      | 396      |
| FIDELITY AND SURETY                | 61       | 61     | 0         | 0      | 2        |
| OTHER                              | 274      | 257    | 0         | 1      | 1        |
| TOTAL                              | 7,993    | 8,435  | 0         | 3,117  | 3,854    |

NAIC NO: 20427 COMPANY: AMERICAN CASUALTY COMPANY OF READING.

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 108      | 108    | 0         | 49     | 89       |
| ALLIED LINES                       | 21       | 21     | 0         | 1      | 93       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 429      | 372    | 0         | 225    | 252      |
| - COMMERCIAL                       | 1,209    | 1,530  | 0         | 381    | 501      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 51       | 45     | 0         | 8      | 17       |
| MEDICAL MALPRACTICE                | 596      | 540    | 0         | 0      | 25       |
| ACCIDENT AND SICKNESS              | 47       | 50     | 0         | 12     | -60      |
| WORKMEN'S COMPENSATION             | 1,568    | 2,349  | 0         | 1,560  | 321      |
| OTHER LIABILITY                    | 3,623    | 3,699  | 0         | 1,670  | 54       |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,125    | 1,061  | 0         | 403    | 456      |
| - COMMERCIAL                       | 14,280   | 13,520 | 0         | 5,266  | 9,568    |
| PHYSICAL DAMAGE - PP AUTO          | 526      | 468    | 0         | 254    | 190      |
| - COMMERCIAL AUTO                  | 2,427    | 2,261  | 0         | 918    | 825      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1,050    | 860    | 0         | 55     | 377      |
| OTHER                              | 2        | 3      | 0         | 6      | 3        |
| TOTAL                              | 27,072   | 26,897 | 0         | 10,815 | 12,717   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10391 COMPANY: AMERICAN CENTENNIAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 184      | 302    | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 665      | 224    | 0         | 75     | 36       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 13     | 27       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 1      | 2        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | -20      | 73     | 0         | 0      | -38      |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 25       |
| TOTAL                              | 829      | 599    | 0         | 90     | 53       |

NAIC NO: 37915 COMPANY: AMERICAN CENTRAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 12246 COMPANY: AMERICAN CONTINENTAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 2      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | -9       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | -18      |
| TOTAL                              | 0        | 2      | 0         | 0      | -27      |

NAIC NO: 20516 COMPANY: AMERICAN CREDIT INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 223      | 140    | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 873      | 904    | 0         | 212    | 197      |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,097    | 1,044  | 0         | 212    | 197      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 15920 COMPANY: AMERICAN EAGLE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 273      | 110    | 0         | 0      | 3        |
| TOTAL                              | 273      | 110    | 0         | 0      | 3        |

NAIC NO: 19690 COMPANY: AMERICAN ECONOMY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 37990 COMPANY: AMERICAN EMPIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 20613 COMPANY: AMERICAN EMPLOYERS' INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 27       | 17     | 0         | 0      | 0        |
| ALLIED LINES                       | 12       | 7      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 2        | 4      | 0         | 2      | 0        |
| - COMMERCIAL                       | 2,536    | 3,100  | 0         | 892    | -2,136   |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | -1       |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2        | 2      | 14        | 28     | -62      |
| OTHER LIABILITY                    | 218      | 145    | 0         | 3      | -153     |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,296    | 1,207  | 0         | 615    | 683      |
| - COMMERCIAL                       | 25       | 35     | 0         | 8      | -27      |
| PHYSICAL DAMAGE - PP AUTO          | 689      | 642    | 0         | 376    | 397      |
| - COMMERCIAL AUTO                  | 11       | 16     | 0         | 3      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 8        | 9      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 4,840    | 5,194  | 14        | 1,842  | -1,301   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23450 COMPANY: AMERICAN FAMILY HOME INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 3        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3        | 0      | 0         | 0      | 0        |

NAIC NO: 16810 COMPANY: AMERICAN FIDELITY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 43     | 0         | 0      | -17      |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 49       | 94     | 0         | 127    | 135      |
| TOTAL                              | 49       | 138    | 0         | 127    | 117      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24066 COMPANY: AMERICAN FIRE AND CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 167      | 166    | 0         | 78     | 125      |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 6        | 7      | 0         | 0      | -2       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 786      | 434    | 0         | 315    | 364      |
| OTHER LIABILITY                    | 748      | 532    | 0         | 5      | 114      |
| AUTO LIABILITY - PRIVATE PASSENGER | 213      | 212    | 0         | 344    | 111      |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 140      | 136    | 0         | 76     | 74       |
| COMMERCIAL AUTO                    | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,064    | 1,490  | 0         | 821    | 787      |

NAIC NO: 40258 COMPANY: AMERICAN GLOBAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,376    | 1,349  | 0         | 1,336  | 1,536    |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,352    | 1,310  | 0         | 908    | 885      |
| COMMERCIAL AUTO                    | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,729    | 2,659  | 0         | 2,244  | 2,421    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26247 COMPANY: AMERICAN GUARANTEE AND LIABILITY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 15       | 10     | 0         | 3      | 5        |
| ALLIED LINES                       | 9        | 7      | 0         | 13     | 14       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | -2       |
| - COMMERCIAL                       | 627      | 781    | 0         | 328    | 319      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 19       | 28     | 0         | 1      | 5        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,374    | 1,168  | 89        | 984    | 987      |
| OTHER LIABILITY                    | 269      | 1,503  | 0         | 52     | -329     |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 69       | 102    | 0         | 4      | 76       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 18       | 11     | 0         | 0      | 1        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 2        | 12     | 0         | 2      | 2        |
| OTHER                              | 9        | 20     | 0         | 0      | 0        |
| TOTAL                              | 2,415    | 3,567  | 89        | 1,392  | 1,880    |

NAIC NO: 13331 COMPANY: AMERICAN HARDWARE MUTUAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 10       | 9      | 0         | 0      | 0        |
| ALLIED LINES                       | 3        | 3      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 12       | 14     | 0         | 11     | 15       |
| - COMMERCIAL                       | 349      | 333    | 0         | 34     | 79       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 31       | 48     | 0         | 16     | 16       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 2        | 2      | 0         | 9      | 5        |
| WORKMEN'S COMPENSATION             | 219      | 219    | 13        | 298    | 419      |
| OTHER LIABILITY                    | 83       | 88     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 30       | 33     | 0         | 12     | 22       |
| - COMMERCIAL                       | 309      | 298    | 0         | 78     | 151      |
| PHYSICAL DAMAGE - PP AUTO          | 21       | 20     | 0         | 7      | 8        |
| - COMMERCIAL AUTO                  | 135      | 123    | 0         | 72     | 77       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 9        | 7      | 0         | 8      | 0        |
| OTHER                              | 84       | 20     | 0         | 7      | 8        |
| TOTAL                              | 1,304    | 1,222  | 13        | 556    | 884      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19380 COMPANY: AMERICAN HOME ASSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 13       | 309    | 0         | 0      | -21      |
| ALLIED LINES                       | 6        | 102    | 0         | 0      | -36      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 36       | 33     | 0         | 0      | 0        |
| - COMMERCIAL                       | 54       | 81     | 0         | 1      | -2       |
| OCEAN MARINE                       | 126      | 125    | 0         | 0      | 2        |
| INLAND MARINE                      | 4        | 29     | 0         | 28     | 22       |
| MEDICAL MALPRACTICE                | -43      | -25    | 0         | 0      | -2       |
| ACCIDENT AND SICKNESS              | 123      | 95     | 0         | 46     | 51       |
| WORKMEN'S COMPENSATION             | 131      | 157    | 0         | 570    | 607      |
| OTHER LIABILITY                    | 1,953    | 2,279  | 0         | 616    | 1,273    |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 28     | 196      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | -14      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 30       | 31     | 0         | -7     | -10      |
| OTHER                              | 473      | 473    | 0         | 30     | -85      |
| TOTAL                              | 2,911    | 3,667  | 0         | 1,320  | 1,990    |

NAIC NO: 24899 COMPANY: AMERICAN INDEPENDENT REINSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21857 COMPANY: AMERICAN INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2        | 2      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 17       | 18     | 0         | 1      | 0        |
| - COMMERCIAL                       | 1,035    | 1,063  | 0         | 270    | 1        |
| OCEAN MARINE                       | 6        | 6      | 0         | 0      | 1        |
| INLAND MARINE                      | 344      | 389    | 0         | 247    | 268      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 393      | 1,213  | 0         | 1,762  | -2,571   |
| OTHER LIABILITY                    | 1,948    | 2,608  | 0         | 409    | 2,161    |
| AUTO LIABILITY - PRIVATE PASSENGER | 8        | 8      | 0         | 1      | -2       |
| - COMMERCIAL                       | 192      | 285    | 0         | 118    | 646      |
| PHYSICAL DAMAGE - PP AUTO          | 9        | 10     | 0         | 2      | 1        |
| - COMMERCIAL AUTO                  | 77       | 78     | 0         | 48     | 42       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1,517    | 1,163  | 0         | 204    | -853     |
| OTHER                              | 39       | 39     | 0         | 6      | 26       |
| TOTAL                              | 5,595    | 6,889  | 0         | 3,074  | -277     |

NAIC NO: 10197 COMPANY: AMERICAN INTEGRITY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 897      | 962    | 0         | 456    | 413      |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 897      | 962    | 0         | 456    | 413      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 15490 COMPANY: AMERICAN INTERINSURANCE EXCHANGE

|                                    | PREMIUMS<br>WRITTEN | EARNED | DIVIDENDS | LOSSES<br>PAID | INCURRED |
|------------------------------------|---------------------|--------|-----------|----------------|----------|
| FIRE                               |                     |        |           |                |          |
| ALLIED LINES                       |                     |        |           |                |          |
| MULTIPLE PERIL - FARMOWNERS        |                     |        |           |                |          |
| - HOMEOWNERS                       |                     |        |           |                |          |
| - COMMERCIAL                       |                     |        |           |                |          |
| OCEAN MARINE                       |                     |        |           |                |          |
| INLAND MARINE                      |                     |        |           |                |          |
| MEDICAL MALPRACTICE                |                     |        |           |                |          |
| ACCIDENT AND SICKNESS              |                     |        |           |                |          |
| WORKMEN'S COMPENSATION             |                     |        |           |                |          |
| OTHER LIABILITY                    |                     |        |           |                |          |
| AUTO LIABILITY - PRIVATE PASSENGER |                     |        |           |                |          |
| - COMMERCIAL                       |                     |        |           |                |          |
| PHYSICAL DAMAGE - PP AUTO          |                     |        |           |                |          |
| - COMMERCIAL AUTO                  |                     |        |           |                |          |
| CREDIT                             |                     |        |           |                |          |
| FIDELITY AND SURETY                |                     |        |           |                |          |
| OTHER                              |                     |        |           |                |          |
| TOTAL                              |                     |        |           |                |          |

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NAIC NO: 10200 COMPANY: AMERICAN LIVE STOCK INSURANCE COMPANY

|                                    | PREMIUMS<br>WRITTEN | EARNED | DIVIDENDS | LOSSES<br>PAID | INCURRED |
|------------------------------------|---------------------|--------|-----------|----------------|----------|
| FIRE                               | 0                   | 0      | 0         | 0              | 0        |
| ALLIED LINES                       | 0                   | 0      | 0         | 0              | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0                   | 0      | 0         | 0              | 0        |
| - HOMEOWNERS                       | 0                   | 0      | 0         | 0              | 0        |
| - COMMERCIAL                       | 0                   | 0      | 0         | 0              | 0        |
| OCEAN MARINE                       | 0                   | 0      | 0         | 0              | 0        |
| INLAND MARINE                      | 0                   | 0      | 0         | 0              | 0        |
| MEDICAL MALPRACTICE                | 0                   | 0      | 0         | 0              | 0        |
| ACCIDENT AND SICKNESS              | 0                   | 0      | 0         | 0              | 0        |
| WORKMEN'S COMPENSATION             | 0                   | 0      | 0         | 0              | 0        |
| OTHER LIABILITY                    | 0                   | 0      | 0         | 0              | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0                   | 0      | 0         | 0              | 0        |
| - COMMERCIAL                       | 0                   | 0      | 0         | 0              | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0                   | 0      | 0         | 0              | 0        |
| - COMMERCIAL AUTO                  | 0                   | 0      | 0         | 0              | 0        |
| CREDIT                             | 0                   | 0      | 0         | 0              | 0        |
| FIDELITY AND SURETY                | 0                   | 0      | 0         | 0              | 0        |
| OTHER                              | 627                 | 701    | 0         | 359            | 360      |
| TOTAL                              | 627                 | 701    | 0         | 359            | 360      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11215 COMPANY: AMERICAN LOYALTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 9        | 7      | 0         | 0      | 1        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1        | 1      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 13       | 8      | 0         | 0      | 1        |

NAIC NO: 30562 COMPANY: AMERICAN MANUFACTURERS MUTUAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 4        | 5      | 0         | 1      | 1        |
| ALLIED LINES                       | 1        | 1      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,825    | 1,367  | 0         | 136    | 233      |
| OCEAN MARINE                       | 0        | 0      | 0         | 6      | 10       |
| INLAND MARINE                      | 77       | 68     | 0         | 8      | 19       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2,118    | 1,513  | 100       | 963    | 1,481    |
| OTHER LIABILITY                    | 98       | 84     | 1         | 5      | -43      |
| AUTO LIABILITY - PRIVATE PASSENGER | 329      | 401    | 0         | 320    | 240      |
| - COMMERCIAL                       | 561      | 292    | 10        | 128    | 240      |
| PHYSICAL DAMAGE - PP AUTO          | 205      | 242    | 0         | 103    | 93       |
| - COMMERCIAL AUTO                  | 172      | 74     | 0         | 41     | 49       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 12       | 11     | 0         | 0      | 0        |
| OTHER                              | 427      | 398    | 0         | 62     | -48      |
| TOTAL                              | 5,835    | 4,461  | 192       | 1,779  | 2,285    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23469 COMPANY: AMERICAN MODERN HOME INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 104      | 108    | 0         | 50     | 40       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 56       | 56     | 0         | 27     | 41       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 890      | 912    | 0         | 254    | 269      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,051    | 1,077  | 0         | 332    | 351      |

NAIC NO: 22918 COMPANY: AMERICAN MOTORISTS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 99       | 103    | 0         | 25     | 30       |
| ALLIED LINES                       | 30       | 31     | 0         | 6      | 8        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,201    | 1,736  | 0         | 1,616  | 1,507    |
| - COMMERCIAL                       | 1,682    | 1,720  | 0         | 4,115  | 1,399    |
| OCEAN MARINE                       | 2        | 5      | 0         | 1      | 2        |
| INLAND MARINE                      | 392      | 265    | 0         | 160    | 124      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 4        | 5      | 0         | 2      | 0        |
| WORKMEN'S COMPENSATION             | 16,470   | 15,770 | 2,029     | 0,426  | 9,484    |
| OTHER LIABILITY                    | 2,701    | 2,093  | 756       | 154    | 863      |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,104    | 2,437  | 0         | 1,959  | 1,901    |
| - COMMERCIAL                       | 2,340    | 2,328  | 1,535     | 478    | 2,751    |
| PHYSICAL DAMAGE - PP AUTO          | 1,330    | 1,497  | 0         | 535    | 49       |
| - COMMERCIAL AUTO                  | 172      | 147    | 0         | 47     | 45       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 46       | 67     | 0         | -1     | 0        |
| OTHER                              | 827      | 1,007  | 0         | 193    | 341      |
| TOTAL                              | 29,501   | 30,032 | 5,122     | 17,732 | 16,508   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19534 COMPANY: AMERICAN MUTUAL FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        |           | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED | DIVIDENDS | PAID   | INCURRED |
| FIRE                               | 180      | 168    | 0         | 13     | 14       |
| ALLIED LINES                       | 362      | 346    | 0         | 88     | 54       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 447      | 425    | 0         | 574    | 334      |
| COMMERCIAL                         | 347      | 364    | 0         | 166    | 235      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 15       | 15     | 0         | 13     | 7        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 33       | 39     | 0         | 86     | -100     |
| OTHER LIABILITY                    | 29       | 39     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 597      | 585    | 0         | 443    | 690      |
| COMMERCIAL                         | 47       | 52     | 0         | 9      | 1        |
| PHYSICAL DAMAGE - PP AUTO          | 378      | 366    | 0         | 224    | 231      |
| COMMERCIAL AUTO                    | 15       | 17     | 0         | 4      | 4        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 5        | 5      | 0         | 0      | 0        |
| TOTAL                              | 2,461    | 2,427  | 0         | 1,624  | 1,473    |

NAIC NO: 19550 COMPANY: AMERICAN MUTUAL INSURANCE COMPANY OF

|                                    | PREMIUMS |        |           | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED | DIVIDENDS | PAID   | INCURRED |
| FIRE                               |          |        |           |        |          |
| ALLIED LINES                       |          |        |           |        |          |
| MULTIPLE PERIL - FARMOWNERS        |          |        |           |        |          |
| HOMEOWNERS                         |          |        |           |        |          |
| COMMERCIAL                         |          |        |           |        |          |
| OCEAN MARINE                       |          |        |           |        |          |
| INLAND MARINE                      |          |        |           |        |          |
| MEDICAL MALPRACTICE                |          |        |           |        |          |
| ACCIDENT AND SICKNESS              |          |        |           |        |          |
| WORKMEN'S COMPENSATION             |          |        |           |        |          |
| OTHER LIABILITY                    |          |        |           |        |          |
| AUTO LIABILITY - PRIVATE PASSENGER |          |        |           |        |          |
| COMMERCIAL                         |          |        |           |        |          |
| PHYSICAL DAMAGE - PP AUTO          |          |        |           |        |          |
| COMMERCIAL AUTO                    |          |        |           |        |          |
| CREDIT                             |          |        |           |        |          |
| FIDELITY AND SURETY                |          |        |           |        |          |
| OTHER                              |          |        |           |        |          |
| TOTAL                              |          |        |           |        |          |

License Suspended  
by Order  
Data Unavailable  
at Printing

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
 BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19569 COMPANY: AMERICAN MUTUAL LIABILITY INSURANCE

|                                    | PREMIUMS<br>WRITTEN | EARNED | DIVIDENDS | LOSSES<br>PAID | INCURRED |
|------------------------------------|---------------------|--------|-----------|----------------|----------|
| FIRE                               |                     |        |           |                |          |
| ALLIED LINES                       |                     |        |           |                |          |
| MULTIPLE PERIL - FARMOWNERS        |                     |        |           |                |          |
| HOMEOWNERS                         |                     |        |           |                |          |
| COMMERCIAL                         |                     |        |           |                |          |
| OCEAN MARINE                       |                     |        |           |                |          |
| INLAND MARINE                      |                     |        |           |                |          |
| MEDICAL MALPRACTICE                |                     |        |           |                |          |
| ACCIDENT AND SICKNESS              |                     |        |           |                |          |
| WORKMEN'S COMPENSATION             |                     |        |           |                |          |
| OTHER LIABILITY                    |                     |        |           |                |          |
| AUTO LIABILITY - PRIVATE PASSENGER |                     |        |           |                |          |
| COMMERCIAL                         |                     |        |           |                |          |
| PHYSICAL DAMAGE - PP AUTO          |                     |        |           |                |          |
| COMMERCIAL AUTO                    |                     |        |           |                |          |
| CREDIT                             |                     |        |           |                |          |
| FIDELITY AND SURETY                |                     |        |           |                |          |
| OTHER                              |                     |        |           |                |          |
| TOTAL                              |                     |        |           |                |          |

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NAIC NO: 22136 COMPANY: AMERICAN NATIONAL FIRE INSURANCE

|                                    | PREMIUMS<br>WRITTEN | EARNED | DIVIDENDS | LOSSES<br>PAID | INCURRED |
|------------------------------------|---------------------|--------|-----------|----------------|----------|
| FIRE                               | 31                  | 32     | 0         | 2              | 1        |
| ALLIED LINES                       | 10                  | 12     | 0         | 0              | -2       |
| MULTIPLE PERIL - FARMOWNERS        | 131                 | 110    | 0         | 81             | 66       |
| HOMEOWNERS                         | 206                 | 190    | 0         | 82             | 95       |
| COMMERCIAL                         | 750                 | 1,033  | 0         | 216            | 168      |
| OCEAN MARINE                       | 0                   | 0      | 0         | 0              | 0        |
| INLAND MARINE                      | 55                  | 55     | 0         | 9              | 8        |
| MEDICAL MALPRACTICE                | 0                   | 0      | 0         | 0              | 0        |
| ACCIDENT AND SICKNESS              | 0                   | 0      | 0         | 0              | 0        |
| WORKMEN'S COMPENSATION             | 2,435               | 2,470  | 0         | 1,490          | 1,307    |
| OTHER LIABILITY                    | 265                 | 285    | 0         | 21             | 15       |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,081               | 1,128  | 0         | 1,738          | 202      |
| COMMERCIAL                         | 149                 | 149    | 0         | 124            | -59      |
| PHYSICAL DAMAGE - PP AUTO          | 746                 | 772    | 0         | 303            | 315      |
| COMMERCIAL AUTO                    | 44                  | 72     | 0         | 12             | 9        |
| CREDIT                             | 0                   | 0      | 0         | 0              | 0        |
| FIDELITY AND SURETY                | 45                  | 58     | 0         | 0              | -10      |
| OTHER                              | 11                  | 11     | 0         | 0              | -1       |
| TOTAL                              | 5,967               | 6,384  | 0         | 4,084          | 2,118    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 39942 COMPANY: AMERICAN NATIONAL GENERAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 28401 COMPANY: AMERICAN NATIONAL PROPERTY AND CASUALTY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 65       | 56     | 0         | 47     | 52       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 191      | 178    | 0         | 349    | 390      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 111      | 105    | 0         | 69     | 67       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 371      | 342    | 0         | 466    | 510      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19577 COMPANY: AMERICAN POLICYHOLDERS' INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 76       | 75     | 0         | 17     | 45       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 76       | 75     | 0         | 17     | 45       |

NAIC NO: 18910 COMPANY: AMERICAN PROTECTION INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 9        | 9      | 0         | 5      | 5        |
| ALLIED LINES                       | 1        | 1      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 65       | 80     | 0         | 65     | 58       |
| - COMMERCIAL                       | 1,949    | 1,733  | 0         | -247   | -595     |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 4        | 4      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 20     | 13       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | -10      |
| AUTO LIABILITY - PRIVATE PASSENGER | 164      | 191    | 0         | 508    | 427      |
| - COMMERCIAL                       | 3        | 3      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 117      | 143    | 0         | 48     | 46       |
| - COMMERCIAL AUTO                  | 1        | 1      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 524      | 391    | 0         | 0      | 17       |
| TOTAL                              | 2,841    | 2,562  | 0         | 402    | -35      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10227 COMPANY: AMERICAN RE-INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 25     | -17      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 25     | -17      |

NAIC NO: 19615 COMPANY: AMERICAN RELIABLE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 447      | 163    | 0         | 45     | 75       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 447      | 163    | 0         | 45     | 75       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 37680 COMPANY: AMERICAN RELIANCE CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 35       | 13     | 0         | 0      | 151      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 3        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 50       | 9      | 0         | 0      | 1        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 93       | 25     | 0         | 0      | 152      |

NAIC NO: 13900 COMPANY: AMERICAN RELIANCE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 216      | 175    | 0         | 67     | 107      |
| ALLIED LINES                       | 74       | 59     | 0         | 16     | 19       |
| MULTIPLE PERIL - FARMOWNERS        | 90       | 90     | 0         | 24     | 137      |
| - HOMEOWNERS                       | 503      | 435    | 0         | 452    | 316      |
| - COMMERCIAL                       | 751      | 540    | 0         | 131    | 494      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 25       | 19     | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 820      | 572    | 0         | 86     | 253      |
| OTHER LIABILITY                    | 380      | 291    | 0         | 13     | -11      |
| AUTO LIABILITY - PRIVATE PASSENGER | 397      | 350    | 0         | 125    | 199      |
| - COMMERCIAL                       | 302      | 245    | 0         | 42     | 165      |
| PHYSICAL DAMAGE - PP AUTO          | 228      | 199    | 0         | 127    | 135      |
| - COMMERCIAL AUTO                  | 85       | 66     | 0         | 23     | 35       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 5        | 4      | 0         | 0      | 0        |
| TOTAL                              | 3,880    | 3,052  | 0         | 1,113  | 1,854    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 41300 COMPANY: AMERICAN RESOURCES INSURANCE COMPANY,

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | -1       | 2      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2        | 5      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 7        | 4      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 66       | 63     | 0         | 1      | 1        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 75       | 75     | 0         | 2      | 1        |

NAIC NO: 19631 COMPANY: AMERICAN ROAD INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 205      | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 13.289   | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 739      | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 14.226   | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10219 COMPANY: AMERICAN ROYAL REINSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 42978 COMPANY: AMERICAN SECURITY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 46       | 28     | 0         | 0      | 0        |
| ALLIED LINES                       | 13       | 9      | 0         | 0      | -3       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 12       | 10     | 0         | 8      | 9        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 81       | 47     | 0         | 56     | 64       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 1        | 1      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 36       | 50     | 0         | 85     | 71       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 16,588   | 14,168 | 0         | 5,866  | 6,914    |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 1      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 2,095    | 1,980  | 0         | 53     | 86       |
| TOTAL                              | 18,976   | 16,300 | 0         | 6,070  | 7,143    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
 BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10235 COMPANY: AMERICAN SOUTHERN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 39       | 97     | 0         | -10    | -10      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 39       | 97     | 0         | -10    | -10      |

NAIC NO: 19704 COMPANY: AMERICAN STATES INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 9        | 4      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 9        | 4      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19720 COMPANY: AMERICAN UNION REINSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 19747 COMPANY: AMERICAN UNIVERSAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 23       | 11     | 0         | 2      | 3        |
| ALLIED LINES                       | 7        | 3      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 3        | 0      | 0         | 0      | -14      |
| - COMMERCIAL                       | 139      | 71     | 0         | 3      | 10       |
| OCEAN MARINE                       | 31       | 39     | 0         | 15     | 35       |
| INLAND MARINE                      | 8        | 16     | 0         | 74     | 72       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 5        | 1      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 14       | 6      | 0         | 25     | -185     |
| AUTO LIABILITY - PRIVATE PASSENGER | 37       | 25     | 0         | 8      | 20       |
| - COMMERCIAL                       | 28       | 14     | 0         | 0      | 3        |
| PHYSICAL DAMAGE - PP AUTO          | 591      | 545    | 0         | 162    | 190      |
| - COMMERCIAL AUTO                  | 10       | 4      | 0         | 2      | 2        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 2        | 1      | 0         | 1      | 1        |
| TOTAL                              | 907      | 742    | 0         | 296    | 141      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 40142 COMPANY: AMERICAN ZURICH INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 21       | 22     | 0         | 2      | -7       |
| OTHER LIABILITY                    | 124      | 182    | 0         | 0      | -5       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 125      | 73     | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 270      | 278    | 0         | 2      | -13      |

NAIC NO: 19488 COMPANY: AMERISURE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 34       | 20     | 0         | 5      | 17       |
| - COMMERCIAL                       | 123      | 92     | 0         | 0      | 30       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 93       | 85     | 0         | 1      | 39       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 2        |
| AUTO LIABILITY - PRIVATE PASSENGER | 330      | 283    | 0         | 136    | 306      |
| - COMMERCIAL                       | 20       | 20     | 0         | 0      | 7        |
| PHYSICAL DAMAGE - PP AUTO          | 222      | 186    | 0         | 174    | 199      |
| - COMMERCIAL AUTO                  | 8        | 7      | 0         | 20     | 20       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 836      | 698    | 0         | 338    | 623      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 27928 COMPANY: AMEX ASSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 37       | 37     | 0         | 0      | 4        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 196      | 196    | 0         | 82     | 71       |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 234      | 234    | 0         | 82     | 76       |

NAIC NO: 19976 COMPANY: AMICA MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 34       | 34     | 7         | 3      | 2        |
| ALLIED LINES                       | 8        | 8      | 1         | 3      | 5        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,199    | 1,121  | 262       | 481    | 981      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 32       | 33     | 6         | 11     | 9        |
| INLAND MARINE                      | 69       | 71     | 17        | 35     | 22       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 60       | 55     | 9         | 0      | -10      |
| AUTO LIABILITY - PRIVATE PASSENGER | 3,242    | 2,993  | 545       | 2,863  | 1,798    |
| - COMMERCIAL                       | 37       | 32     | 5         | 3      | 26       |
| PHYSICAL DAMAGE - PP AUTO          | 2,291    | 2,184  | 488       | 941    | 896      |
| - COMMERCIAL AUTO                  | 19       | 17     | 3         | 11     | 13       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 14       | 14     | 0         | 0      | 0        |
| TOTAL                              | 7,011    | 6,566  | 1,267     | 3,553  | 3,664    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 16632 COMPANY: ARCHDALE MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 18       | 18     | 0         | 15     | 15       |
| ALLIED LINES                       | 7        | 7      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 25       | 25     | 0         | 15     | 15       |

NAIC NO: 19801 COMPANY: ARGONAUT INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1        | 1      | 0         | 0      | 0        |
| ALLIED LINES                       | 9        | 7      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 41       | 40     | 0         | 3      | 37       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2,041    | 3,040  | 0         | 1,313  | 2,285    |
| OTHER LIABILITY                    | 587      | 574    | 0         | 9      | 389      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 41       | 47     | 0         | 29     | 4        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 10       | 10     | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,542    | 3,722  | 0         | 1,356  | 2,715    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19828 COMPANY: ARGONAUT-MIDWEST INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 13       | 10     | 0         | 0      | 0        |
| ALLIED LINES                       | 37       | 27     | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 40       | 29     | 0         | 0      | 22       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 152      | 160    | 0         | 86     | 450      |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 33       | 34     | 0         | 0      | 7        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 1        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 280      | 264    | 0         | 86     | 481      |

NAIC NO: 21490 COMPANY: ARKWRIGHT MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 8,545    | 7,894  | 558       | 1,051  | 1,523    |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 125      | 171    | 0         | 675    | -151     |
| INLAND MARINE                      | 1,996    | 1,756  | 73        | 167    | 113      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 20       | 8      | 0         | 0      | 0        |
| OTHER                              | 2,430    | 2,377  | 81        | 873    | 1,197    |
| TOTAL                              | 13,119   | 12,207 | 712       | 2,767  | 2,683    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 41459 COMPANY: ARMED FORCES INSURANCE EXCHANGE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 191      | 189    | 16        | 92     | 46       |
| ALLIED LINES                       | 100      | 94     | 8         | 51     | 7        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 2,213    | 2,114  | 272       | 785    | 919      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1,564    | 1,542  | 364       | 413    | 469      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 222      | 204    | 0         | 3      | 2        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 4,292    | 4,145  | 661       | 1,345  | 1,445    |

NAIC NO: 21865 COMPANY: ASSOCIATED INDEMNITY CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 670      | 707    | 0         | 333    | 197      |
| - COMMERCIAL                       | 3        | 2      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 77       | 83     | 0         | 18     | 20       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 135      | 343    | 216       | 1,271  | -1,198   |
| OTHER LIABILITY                    | 262      | 753    | 0         | 183    | 34       |
| AUTO LIABILITY - PRIVATE PASSENGER | 397      | 422    | 0         | 355    | 99       |
| - COMMERCIAL                       | 525      | 630    | 5         | 157    | 236      |
| PHYSICAL DAMAGE - PP AUTO          | 384      | 398    | 0         | 207    | 194      |
| - COMMERCIAL AUTO                  | 110      | 123    | 0         | 56     | 57       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | -1       | 2      | 0         | 0      | -5       |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,573    | 3,473  | 223       | 2,583  | -362     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21296 COMPANY: ASSOCIATES INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 3        | 3      | 0         | 0      | 0        |
| ALLIED LINES                       | 4        | 3      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 8        | 5      | 0         | 2      | 2        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 130      | 65     | 0         | 0      | 4        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 1,730    | 1,201  | 0         | 614    | 745      |
| CREDIT                             | 10       | 10     | 0         | 11     | 11       |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,887    | 1,291  | 0         | 628    | 764      |

NAIC NO: 19305 COMPANY: ASSURANCE COMPANY OF AMERICA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 11       | 8      | 0         | 0      | 0        |
| ALLIED LINES                       | 5        | 4      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,359    | 827    | 0         | 78     | 385      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1,567    | 1,441  | 0         | 160    | 219      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 3,424    | 2,801  | 6         | 1,081  | 2,004    |
| OTHER LIABILITY                    | 2,298    | 1,910  | 0         | 160    | 1,923    |
| AUTO LIABILITY - PRIVATE PASSENGER | 12       | 12     | 0         | 0      | 6        |
| - COMMERCIAL                       | 1,094    | 747    | 0         | 112    | 573      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 4      | 4        |
| - COMMERCIAL AUTO                  | 364      | 269    | 0         | 61     | 74       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 4        | 0      | 0         | 0      | 0        |
| TOTAL                              | 10,143   | 8,023  | 6         | 1,661  | 5,194    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 41769 COMPANY: ATHENA ASSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 3        | 2      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 4        | 3      | 0         | 0      | 0        |

NAIC NO: 21792 COMPANY: ATLANTA CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,181    | 479    | 0         | 71     | 352      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 411      | 164    | 0         | 67     | 113      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,592    | 643    | 0         | 138    | 465      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20931 COMPANY: ATLANTA INTERNATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | -21      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 1      | -97      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 1      | -118     |

NAIC NO: 10340 COMPANY: ATLANTIC CASUALTY &amp; FIRE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 17     | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 11       | 6      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 11       | 24     | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19895 COMPANY: ATLANTIC MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 3        | 2      | 0         | 0      | 0        |
| ALLIED LINES                       | 1        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 17       | 15     | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,565    | 1,430  | 85        | 83     | 412      |
| OCEAN MARINE                       | -5       | -2     | 0         | 0      | -13      |
| INLAND MARINE                      | 1        | 2      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 646      | 609    | 36        | 158    | 324      |
| OTHER LIABILITY                    | 10       | 8      | 0         | 0      | 19       |
| AUTO LIABILITY - PRIVATE PASSENGER | 37       | 36     | 0         | 14     | -2       |
| - COMMERCIAL                       | 448      | 407    | 23        | 99     | 135      |
| PHYSICAL DAMAGE - PP AUTO          | 37       | 36     | 0         | 0      | -1       |
| - COMMERCIAL AUTO                  | 196      | 165    | 9         | 76     | 77       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 1      | 0         | 0      | 0        |
| TOTAL                              | 2,962    | 2,714  | 154       | 434    | 952      |

NAIC NO: 18333 COMPANY: ATLAS ASSURANCE COMPANY OF AMERICA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 574      | 516    | 0         | 74     | 300      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 257      | 256    | 0         | 27     | 34       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 8        | 6      | 0         | 1      | -63      |
| OTHER LIABILITY                    | 97       | 125    | 0         | 14     | 94       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 149      | 65     | 0         | 1      | 50       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 83       | 22     | 0         | 0      | 24       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,174    | 995    | 0         | 118    | 440      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
 BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1960

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 13390 COMPANY: ATLAS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 237      | 185    | 0         | 15     | 14       |
| ALLIED LINES                       | 18       | 16     | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 24       | 15     | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 2        | 2      | 0         | 0      | 1        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 1      | 0         | 392    | 20       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | -3     | -11      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 282      | 221    | 0         | 404    | 26       |

NAIC NO: 18988 COMPANY: AUTO-OWNERS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19941 COMPANY: AUTOMOBILE CLUB INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2        | 2      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 74       | 74     | 0         | 81     | 123      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 635      | 629    | 0         | 486    | 839      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 457      | 445    | 0         | 173    | 176      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,175    | 1,156  | 0         | 741    | 1,139    |

NAIC NO: 19062 COMPANY: AUTOMOBILE INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 20       | 21     | 0         | 1      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 852      | 928    | 44        | 359    | 328      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 2      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,016    | 812    | 30        | 519    | 637      |
| OTHER LIABILITY                    | 248      | 253    | 0         | 26     | 68       |
| AUTO LIABILITY - PRIVATE PASSENGER | -1       | -1     | 0         | 81     | 57       |
| - COMMERCIAL                       | 303      | 335    | 0         | 68     | 167      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 69       | 99     | 0         | 28     | 21       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 2      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,512    | 2,456  | 75        | 1,077  | 1,282    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10367 COMPANY: AVEMCO INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 5        | 3      | 0         | 1      | 2        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 1        | 1      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 813      | 912    | 0         | 320    | 252      |
| TOTAL                              | 820      | 918    | 0         | 321    | 254      |

NAIC NO: 24813 COMPANY: BALBOA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | -2       |
| - COMMERCIAL                       | 0        | 0      | 0         | 93     | 227      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 251      | 72     | 0         | 1      | 7        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | -4       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -1       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | -8       | -8     | 0         | 7      | 5        |
| CREDIT                             | 88       | 117    | 0         | 21     | -1,607   |
| FIDELITY AND SURETY                | 61       | 63     | 0         | -43    | -78      |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 393      | 246    | 0         | 80     | -1,453   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 29742 COMPANY: BANKERS AND SHIPPERS INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 33       | 24     | 0         | 0      | 4        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 6        | 4      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 6.715    | 4.562  | 0         | 839    | 2.941    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 2.838    | 1.846  | 0         | 921    | 1.446    |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 9.592    | 6.377  | 0         | 1.760  | 4.393    |

NAIC NO: 23132 COMPANY: BANKERS MULTIPLE LINE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 388      | 421    | 0         | 154    | 144      |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 388      | 421    | 0         | 154    | 144      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 18279 COMPANY: BANKERS STANDARD INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 511      | 484    | 0         | 444    | 538      |
| - COMMERCIAL                       | 358      | 267    | 0         | 13     | 50       |
| OCEAN MARINE                       | 5        | 2      | 0         | 1      | 1        |
| INLAND MARINE                      | 336      | 253    | 0         | 16     | 29       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 6      | 0         | 0      | 1        |
| AUTO LIABILITY - PRIVATE PASSENGER | 678      | 606    | 0         | 335    | 441      |
| - COMMERCIAL                       | 247      | 183    | 0         | 24     | 76       |
| PHYSICAL DAMAGE - PP AUTO          | 506      | 468    | 0         | 250    | 278      |
| - COMMERCIAL AUTO                  | 108      | 72     | 0         | 36     | 28       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,762    | 2,346  | 0         | 1,122  | 1,446    |

NAIC NO: 16578 COMPANY: BAUSCH & LOMB INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 106      | 106    | 0         | 52     | 53       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 106      | 106    | 0         | 52     | 53       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19763 COMPANY: BAY STATE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 68       | 75     | 0         | 47     | -3       |
| ALLIED LINES                       | 25       | 27     | 0         | 5      | 7        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 439      | 473    | 0         | 238    | 181      |
| - COMMERCIAL                       | 0        | 1      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 5        | 5      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 5        | 5      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 545      | 589    | 0         | 293    | 185      |

NAIC NO: 38245 COMPANY: BCS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 40       | 39     | 0         | 88     | 122      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 320      | 320    | 0         | 2      | 3        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 361      | 359    | 0         | 90     | 125      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 16640 COMPANY: BELK STORES INSURANCE RECIPROCAL

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 9        | 9      | 0         | 0      | 0        |
| ALLIED LINES                       | 3        | 3      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 12       | 12     | 0         | 0      | 0        |

NAIC NO: 19402 COMPANY: BIRMINGHAM FIRE INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 62       | 43     | 0         | 0      | 4        |
| ALLIED LINES                       | 17       | 7      | 0         | 0      | 1        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 175      | 148    | 0         | 0      | 9        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 88       | 172    | 0         | 100    | 39       |
| OTHER LIABILITY                    | -76      | -66    | 0         | 0      | -63      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 74       | 70     | 0         | -1     | 26       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | -4       | -6     | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 0      | 0         | 0      | 0        |
| TOTAL                              | 338      | 369    | 0         | 98     | 17       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20095 COMPANY: BITUMINOUS CASUALTY CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 111      | 99     | 0         | 20     | 0        |
| ALLIED LINES                       | 46       | 36     | 0         | 6      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2,336    | 2,514  | 0         | 597    | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 321      | 326    | 0         | 203    | 0        |
| MEDICAL MALPRACTICE                | 3        | 3      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 3,393    | 3,551  | 0         | 2,060  | 0        |
| OTHER LIABILITY                    | 1,705    | 1,593  | 0         | 52     | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 1      | 0        |
| - COMMERCIAL                       | 1,478    | 1,427  | 0         | 866    | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 3      | 0        |
| - COMMERCIAL AUTO                  | 734      | 693    | 0         | 257    | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 3        | 1      | 0         | 0      | 0        |
| OTHER                              | 5        | 3      | 0         | 0      | 0        |
| TOTAL                              | 10,148   | 10,259 | 0         | 4,076  | 0        |

NAIC NO: 20109 COMPANY: BITUMINOUS FIRE AND MARINE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 778      | 784    | 0         | 353    | 134      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 40       | 57     | 0         | 11     | 5        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | -1       |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 905      | 848    | 10        | 448    | 227      |
| OTHER LIABILITY                    | 52       | 49     | 0         | 2      | 73       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 48       | 68     | 0         | 11     | -2       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 10       | 22     | 0         | 2      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,836    | 1,830  | 10        | 828    | 437      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1958

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24503 COMPANY: BLUE RIDGE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 750      | 763    | 0         | 549    | 585      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 5        | 4      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 756      | 769    | 0         | 549    | 585      |

NAIC NO: 20761 COMPANY: BOSTON OLD COLONY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 25       | 24     | 0         | 1      | 4        |
| ALLIED LINES                       | 5        | 5      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 5      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 161      | 129    | 0         | 166    | 177      |
| - COMMERCIAL                       | 190      | 181    | 0         | 108    | 106      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 40       | 48     | 0         | 4      | 3        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 584      | 455    | 0         | 144    | 254      |
| OTHER LIABILITY                    | 300      | 352    | 0         | 0      | 207      |
| AUTO LIABILITY - PRIVATE PASSENGER | 191      | 153    | 0         | 50     | 125      |
| - COMMERCIAL                       | 24       | 33     | 0         | 40     | 42       |
| PHYSICAL DAMAGE - PP AUTO          | 183      | 145    | 0         | 12     | 10       |
| - COMMERCIAL AUTO                  | 7        | 10     | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1        | 1      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,717    | 1,556  | 0         | 545    | 1,012    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 13528 COMPANY: BROTHERHOOD MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 9        | 9      | 0         | 0      | 0        |
| ALLIED LINES                       | 2        | 2      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 36       | 35     | 0         | 102    | 3        |
| - COMMERCIAL                       | 236      | 199    | 0         | 85     | 67       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 39       | 29     | 0         | 3      | -5       |
| OTHER LIABILITY                    | 19       | 17     | 0         | 1      | 1        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 30       | 25     | 0         | 2      | 53       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 19       | 16     | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 394      | 338    | 0         | 197    | 120      |

NAIC NO: 20788 COMPANY: BUCKEYE UNION INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 3      | 0        |
| ALLIED LINES                       | 0        | 1      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 4        | 0      | 0         | 1      | 1        |
| - COMMERCIAL                       | 21       | 28     | 0         | 22     | -6       |
| OCEAN MARINE                       | 0        | 0      | 0         | -2     | -3       |
| INLAND MARINE                      | 5        | 6      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | -2       | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | -1       | 1      | 0         | 0      | -13      |
| AUTO LIABILITY - PRIVATE PASSENGER | 52       | 55     | 0         | 17     | 72       |
| - COMMERCIAL                       | 9        | 6      | 0         | 7      | 1        |
| PHYSICAL DAMAGE - PP AUTO          | 43       | 47     | 0         | 44     | 52       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 7        | 7      | 0         | -13    | -14      |
| OTHER                              | -9       | -9     | 0         | -56    | -116     |
| TOTAL                              | 133      | 163    | 0         | 23     | -26      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22284 COMPANY: CALIFORNIA COMPENSATION &amp; FIRE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 112      | 70     | 0         | 27     | 32       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 6        | 4      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2,104    | 1,009  | 123       | 721    | 1,667    |
| OTHER LIABILITY                    | -2       | -1     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 63       | 44     | 0         | 5      | 27       |
| - COMMERCIAL                       | 92       | 59     | 0         | 40     | 71       |
| PHYSICAL DAMAGE - PP AUTO          | 42       | 29     | 0         | 8      | 11       |
| - COMMERCIAL AUTO                  | 39       | 18     | 0         | 3      | 4        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,458    | 2,116  | 123       | 806    | 1,814    |

NAIC NO: 20524 COMPANY: CALVERT INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 49       | 55     | 0         | 0      | -8       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 49       | 55     | 0         | 0      | -8       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19771 COMPANY: CAMBRIDGE MUTUAL FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 161      | 154    | 0         | 2      | 5        |
| ALLIED LINES                       | 66       | 65     | 0         | 15     | 13       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 757      | 766    | 0         | 308    | 154      |
| - COMMERCIAL                       | 30       | 33     | 0         | 0      | -5       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 11       | 11     | 0         | 1      | 2        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 24       | 22     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,052    | 1,053  | 0         | 327    | 170      |

NAIC NO: 21946 COMPANY: CAMDEN FIRE INSURANCE ASSOCIATION THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 3        | 3      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 67       | 50     | 0         | 18     | -4       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 154      | 156    | 0         | 96     | 91       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 166      | 163    | 0         | 58     | 58       |
| - COMMERCIAL AUTO                  | 6        | 5      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 399      | 380    | 0         | 173    | 146      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10464 COMPANY: CANAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 3,187    | 3,172  | 0         | 413    | 2,102    |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 2,669    | 2,522  | 0         | 695    | 757      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 5,859    | 5,697  | 0         | 1,108  | 2,860    |

NAIC NO: 26069 COMPANY: CANNERS EXCHANGE SUBSCRIBERS AT WARNER

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               |          |        |           |        |          |
| ALLIED LINES                       |          |        |           |        |          |
| MULTIPLE PERIL - FARMOWNERS        |          |        |           |        |          |
| - HOMEOWNERS                       |          |        |           |        |          |
| - COMMERCIAL                       |          |        |           |        |          |
| OCEAN MARINE                       |          |        |           |        |          |
| INLAND MARINE                      |          |        |           |        |          |
| MEDICAL MALPRACTICE                |          |        |           |        |          |
| ACCIDENT AND SICKNESS              |          |        |           |        |          |
| WORKMEN'S COMPENSATION             |          |        |           |        |          |
| OTHER LIABILITY                    |          |        |           |        |          |
| AUTO LIABILITY - PRIVATE PASSENGER |          |        |           |        |          |
| - COMMERCIAL                       |          |        |           |        |          |
| PHYSICAL DAMAGE - PP AUTO          |          |        |           |        |          |
| - COMMERCIAL AUTO                  |          |        |           |        |          |
| CREDIT                             |          |        |           |        |          |
| FIDELITY AND SURETY                |          |        |           |        |          |
| OTHER                              |          |        |           |        |          |
| TOTAL                              |          |        |           |        |          |

License Cancelled  
Data Unavailable  
at Printing

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20133 COMPANY: CAPITAL ENTERPRISE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 8        | 8      | 0         | 0      | 0        |
| ALLIED LINES                       | 2        | 2      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 188      | 183    | 0         | 343    | 442      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 3      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 1        | 1      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,126    | 1,103  | 0         | 1,303  | 1,726    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 685      | 674    | 0         | 362    | 389      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,922    | 1,986  | 0         | 2,669  | 2,556    |

NAIC NO: 10510 COMPANY: CAROLINA CASUALTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 298      | 283    | 0         | 84     | 25       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 19       | 18     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2,527    | 2,490  | 0         | 1,329  | 1,579    |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 1,211    | 1,178  | 0         | 409    | 511      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 4,057    | 3,971  | 0         | 1,824  | 2,107    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1966

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21237 COMPANY: CASUALTY RECIPROCAL EXCHANGE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2        | 2      | 0         | 0      | 2        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 646      | 626    | 115       | 121    | -132     |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 646      | 626    | 115       | 121    | -130     |

NAIC NO: 24937 COMPANY: CATAWBA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 3        | 3      | 0         | 2      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1        | 5      | 0         | 51     | 70       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | -1       | 13     | 0         | 14     | -18      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | -2       | 2      | 0         | 1      | -2       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 26     | 0         | 69     | 49       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 30015 COMPANY: CENTAUR INSURANCE COMPANY

|                                    | PREMIUMS<br>WRITTEN | EARNED | DIVIDENDS | LOSSES<br>PAID | INCURRED |
|------------------------------------|---------------------|--------|-----------|----------------|----------|
| FIRE                               |                     |        |           |                |          |
| ALLIED LINES                       |                     |        |           |                |          |
| MULTIPLE PERIL - FARMOWNERS        |                     |        |           |                |          |
| - HOMEOWNERS                       |                     |        |           |                |          |
| - COMMERCIAL                       |                     |        |           |                |          |
| OCEAN MARINE                       |                     |        |           |                |          |
| INLAND MARINE                      |                     |        |           |                |          |
| MEDICAL MALPRACTICE                |                     |        |           |                |          |
| ACCIDENT AND SICKNESS              |                     |        |           |                |          |
| WORKMEN'S COMPENSATION             |                     |        |           |                |          |
| OTHER LIABILITY                    |                     |        |           |                |          |
| AUTO LIABILITY - PRIVATE PASSENGER |                     |        |           |                |          |
| - COMMERCIAL                       |                     |        |           |                |          |
| PHYSICAL DAMAGE - PP AUTO          |                     |        |           |                |          |
| - COMMERCIAL AUTO                  |                     |        |           |                |          |
| CREDIT                             |                     |        |           |                |          |
| FIDELITY AND SURETY                |                     |        |           |                |          |
| OTHER                              |                     |        |           |                |          |
| TOTAL                              |                     |        |           |                |          |

License Suspended  
by Order  
Data Unavailable  
at Printing

NAIC NO: 19909 COMPANY: CENTENNIAL INSURANCE COMPANY

|                                    | PREMIUMS<br>WRITTEN | EARNED | DIVIDENDS | LOSSES<br>PAID | INCURRED |
|------------------------------------|---------------------|--------|-----------|----------------|----------|
| FIRE                               | 45                  | 30     | 0         | 11             | 13       |
| ALLIED LINES                       | 26                  | 23     | 0         | 6              | 5        |
| MULTIPLE PERIL - FARMOWNERS        | 0                   | 0      | 0         | 0              | 0        |
| - HOMEOWNERS                       | 40                  | 40     | 0         | 3              | 2        |
| - COMMERCIAL                       | 1,144               | 1,102  | 10        | 161            | -54      |
| OCEAN MARINE                       | 266                 | 226    | 0         | 210            | 165      |
| INLAND MARINE                      | 6                   | 8      | 0         | 7              | 3        |
| MEDICAL MALPRACTICE                | 0                   | 0      | 0         | 0              | 0        |
| ACCIDENT AND SICKNESS              | 0                   | 0      | 0         | 0              | 0        |
| WORKMEN'S COMPENSATION             | 1,021               | 885    | 36        | 344            | 944      |
| OTHER LIABILITY                    | 272                 | 13     | 0         | 0              | 18       |
| AUTO LIABILITY - PRIVATE PASSENGER | 75                  | 79     | 0         | 40             | 73       |
| - COMMERCIAL                       | 382                 | 376    | 3         | 52             | 70       |
| PHYSICAL DAMAGE - PP AUTO          | 61                  | 60     | 0         | 28             | 24       |
| - COMMERCIAL AUTO                  | 134                 | 129    | 1         | 67             | 68       |
| CREDIT                             | 0                   | 0      | 0         | 0              | 0        |
| FIDELITY AND SURETY                | 2                   | 0      | 0         | 0              | 0        |
| OTHER                              | 57                  | 82     | 0         | 9              | 30       |
| TOTAL                              | 3,537               | 3,069  | 50        | 943            | 1,304    |

NOTE: \$(000) OMITTED.

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20230 COMPANY: CENTRAL MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 85       | 87     | 0         | 100    | 96       |
| ALLIED LINES                       | 24       | 28     | 0         | 2      | 4        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 223      | 234    | 0         | 160    | 144      |
| - COMMERCIAL                       | 88       | 89     | 0         | 59     | 42       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 24       | 25     | 0         | 1      | 1        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 43       | 49     | 5         | 8      | 11       |
| OTHER LIABILITY                    | 34       | 35     | 0         | 0      | -25      |
| AUTO LIABILITY - PRIVATE PASSENGER | 230      | 260    | 0         | 156    | 39       |
| - COMMERCIAL                       | 16       | 16     | 0         | 5      | -18      |
| PHYSICAL DAMAGE - PP AUTO          | 108      | 116    | 0         | 58     | 46       |
| - COMMERCIAL AUTO                  | 4        | 5      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 885      | 950    | 5         | 553    | 343      |

NAIC NO: 20249 COMPANY: CENTRAL NATIONAL INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 61       | 61     | 0         | 0      | 11       |
| ALLIED LINES                       | 36       | 36     | 0         | 0      | 3        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 5,923    | 5,992  | 0         | 511    | 524      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 566      | 566    | 0         | 21     | -6       |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 2      | 0        |
| OTHER LIABILITY                    | 160      | 57     | 0         | 3      | 704      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 4      | -2       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 694      | 741    | 0         | 552    | 558      |
| CREDIT                             | 0        | 2      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 45       | 32     | 0         | 21     | 21       |
| TOTAL                              | 7,489    | 7,490  | 0         | 1,117  | 1,815    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 34274 COMPANY: CENTRAL STATES INDEMNITY CO OF OMAHA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 76       | 76     | 0         | 9      | 17       |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 68       | 68     | 0         | 4      | 10       |
| TOTAL                              | 144      | 144    | 0         | 14     | 28       |

NAIC NO: 20710 COMPANY: CENTURY INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2        | 1      | 0         | 0      | 0        |
| ALLIED LINES                       | 2,780    | 2,781  | 0         | 5,569  | 5,569    |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 14       | 11     | 0         | 2      | -17      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 48       | 18     | 0         | 30     | 33       |
| OTHER LIABILITY                    | 10       | 9      | 0         | 0      | 3        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 3        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 1        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 9        | 7      | 0         | 0      | 2        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,870    | 2,810  | 0         | 5,601  | 5,591    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25615 COMPANY: CHARTER OAK FIRE INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2,839    | 3,409  | 0         | 1,157  | 822      |
| ALLIED LINES                       | 730      | 906    | 0         | 454    | 452      |
| MULTIPLE PERIL - FARMOWNERS        | 1,771    | 1,871  | 0         | 1,066  | 879      |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 7,494    | 7,882  | 0         | 3,975  | 5,181    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 695      | 847    | 0         | 271    | 164      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 485      | 589    | 54        | 5,001  | -5,738   |
| OTHER LIABILITY                    | 5,150    | 6,680  | 0         | 901    | 352      |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,719    | 1,861  | 0         | 976    | 705      |
| - COMMERCIAL                       | 152      | 275    | 0         | 218    | 2,169    |
| PHYSICAL DAMAGE - PP AUTO          | 961      | 1,023  | 0         | 341    | 263      |
| - COMMERCIAL AUTO                  | 87       | 88     | 0         | 42     | 30       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 92       | 127    | 0         | -53    | 0        |
| OTHER                              | 264      | 315    | 0         | 117    | 31       |
| TOTAL                              | 22,450   | 25,880 | 54        | 14,471 | 5,315    |

NAIC NO: 10642 COMPANY: CHEROKEE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -4       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | -4       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22810 COMPANY: CHICAGO INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 191      | 193    | 0         | 3      | -57      |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 77       | 42     | 0         | 0      | 19       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 397      | 597    | 0         | 68     | 11       |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 2,489    | 2,154  | 0         | 100    | 2,091    |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 5        | 3      | 0         | 0      | -13      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | -2     | -2       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,161    | 2,990  | 0         | 170    | 2,049    |

NAIC NO: 10650 COMPANY: CHRISTIANIA GENERAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 39       | 19     | 0         | 0      | 0        |
| INLAND MARINE                      | 7        | 2      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 46       | 21     | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10499 COMPANY: CHRYSLER INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 20       | 12     | 0         | 0      | 6        |
| ALLIED LINES                       | 22       | 18     | 0         | 2      | 3        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 13       | 13     | 0         | 18     | 15       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 186      | 156    | 0         | 35     | 124      |
| OTHER LIABILITY                    | 104      | 131    | 0         | 0      | 80       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 220      | 189    | 0         | 34     | 79       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 641      | 836    | 0         | 496    | 372      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 17       | 11     | 0         | 2      | 33       |
| OTHER                              | 8        | 7      | 0         | 0      | 2        |
| TOTAL                              | 1,434    | 1,377  | 0         | 591    | 717      |

NAIC NO: 10669 COMPANY: CHURCH INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 5        | 5      | 0         | 0      | 0        |
| ALLIED LINES                       | 6        | 5      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 36       | 35     | 0         | 0      | -19      |
| - COMMERCIAL                       | 551      | 549    | 0         | 148    | 234      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 23       | 25     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 624      | 623    | 0         | 148    | 214      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 18767 COMPANY: CHURCH MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 14       | 13     | 0         | 0      | 0        |
| ALLIED LINES                       | 3        | 4      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 46       | 42     | 0         | 10     | 14       |
| COMMERCIAL                         | 2,499    | 2,384  | 0         | 890    | 1,161    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 2        | 2      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 6        | 5      | 0         | 0      | 1        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 377      | 346    | 1         | 238    | 554      |
| OTHER LIABILITY                    | 163      | 150    | 0         | 0      | 5        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 535      | 476    | 0         | 143    | 480      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 119      | 115    | 0         | 59     | 69       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,671    | 3,461  | 1         | 1,349  | 2,206    |

NAIC NO: 20702 COMPANY: CIGNA FIRE UNDERWRITERS INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 723      | 638    | 0         | 189    | 300      |
| COMMERCIAL                         | 338      | 285    | 0         | 7      | 370      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 40       | 36     | 0         | 25     | 19       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 729      | 653    | 0         | 531    | 354      |
| OTHER LIABILITY                    | 22       | 20     | 0         | 0      | 8        |
| AUTO LIABILITY - PRIVATE PASSENGER | 675      | 594    | 0         | 367    | 309      |
| - COMMERCIAL                       | 209      | 190    | 0         | 33     | 37       |
| PHYSICAL DAMAGE - PP AUTO          | 485      | 433    | 0         | 169    | 208      |
| - COMMERCIAL AUTO                  | 162      | 151    | 0         | 20     | -3       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,388    | 3,004  | 0         | 1,335  | 1,605    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22667 COMPANY: CIGNA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 924      | 999    | 0         | 141    | 189      |
| OCEAN MARINE                       | 2        | 1      | 0         | 0      | 0        |
| INLAND MARINE                      | 153      | 302    | 0         | 511    | 713      |
| MEDICAL MALPRACTICE                | 5        | 6      | 0         | 0      | -21      |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 29       | 12     | 0         | 101    | 23       |
| OTHER LIABILITY                    | 706      | 1,953  | 0         | 335    | 11       |
| AUTO LIABILITY - PRIVATE PASSENGER | 120      | 117    | 0         | 34     | 50       |
| - COMMERCIAL                       | 18       | 13     | 0         | 0      | 85       |
| PHYSICAL DAMAGE - PP AUTO          | 129      | 106    | 0         | 45     | 49       |
| - COMMERCIAL AUTO                  | 1        | 1      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,092    | 3,516  | 0         | 1,170  | 1,100    |

NAIC NO: 20699 COMPANY: CIGNA PROPERTY AND CASUALTY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 3      | -6       |
| ALLIED LINES                       | 769      | 769    | 0         | 906    | 902      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 1      | 55       |
| - COMMERCIAL                       | 357      | 164    | 0         | 79     | 120      |
| OCEAN MARINE                       | 1,108    | 1,088  | 0         | 429    | 420      |
| INLAND MARINE                      | 55       | 57     | 0         | 82     | -11      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 6      | 3        |
| WORKMEN'S COMPENSATION             | 266      | 394    | 184       | 626    | 59       |
| OTHER LIABILITY                    | 1,139    | 1,276  | 0         | 84     | 983      |
| AUTO LIABILITY - PRIVATE PASSENGER | 562      | 543    | 0         | 698    | 810      |
| - COMMERCIAL                       | 92       | 85     | 0         | 55     | 139      |
| PHYSICAL DAMAGE - PP AUTO          | 372      | 365    | 0         | 153    | 147      |
| - COMMERCIAL AUTO                  | 75       | 65     | 0         | 16     | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 24       | 48     | 0         | -45    | 157      |
| OTHER                              | 1        | 1      | 0         | 0      | 0        |
| TOTAL                              | 4,826    | 4,862  | 184       | 3,100  | 3,781    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22705 COMPANY: CIGNA REINSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 22004 COMPANY: CIM INSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 2,507    | 2,514  | 0         | 1,903  | 2,047    |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 3      | 0         | 0      | 2        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,507    | 2,517  | 0         | 1,903  | 2,050    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1980

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20400 COMPANY: CIMARRON INSURANCE COMPANY INC

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 151      | 151    | 0         | 162    | 162      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 151      | 151    | 0         | 162    | 162      |

NAIC NO: 28665 COMPANY: CINCINNATI CASUALTY COMPANY, THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 13       | 7      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 603      | 550    | 0         | 79     | 193      |
| OTHER LIABILITY                    | 7        | 5      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 59       | 51     | 0         | 40     | 104      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 41       | 38     | 0         | 18     | 23       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 726      | 653    | 0         | 139    | 324      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10677 COMPANY: CINCINNATI INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 645      | 625    | 0         | 110    | 135      |
| ALLIED LINES                       | 147      | 142    | 0         | 39     | -54      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 3,352    | 3,437  | 0         | 1,999  | 2,139    |
| - COMMERCIAL                       | 7,139    | 6,988  | 0         | 2,461  | 2,461    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 525      | 506    | 0         | 173    | 183      |
| MEDICAL MALPRACTICE                | 185      | 140    | 0         | 1      | 51       |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 7      | 2        |
| WORKMEN'S COMPENSATION             | 3,196    | 3,230  | 305       | 1,882  | 2,000    |
| OTHER LIABILITY                    | 3,060    | 3,052  | 0         | 525    | 201      |
| AUTO LIABILITY - PRIVATE PASSENGER | 4,166    | 4,225  | 0         | 3,700  | 5,490    |
| - COMMERCIAL                       | 2,547    | 2,524  | 0         | 948    | 1,680    |
| PHYSICAL DAMAGE - PP AUTO          | 3,756    | 3,033  | 0         | 2,181  | 2,034    |
| - COMMERCIAL AUTO                  | 1,345    | 1,337  | 0         | 523    | 454      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 341      | 285    | 0         | 1      | 1        |
| OTHER                              | 104      | 101    | 0         | 4      | 0        |
| TOTAL                              | 31,336   | 31,164 | 305       | 14,561 | 16,789   |

NAIC NO: 22500 COMPANY: CITY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 30     | -115     |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 888      | 974    | 0         | 781    | 780      |
| OTHER LIABILITY                    | 558      | 723    | 0         | 239    | 19       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 184      | 220    | 0         | 88     | 145      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 1      | 1        |
| - COMMERCIAL AUTO                  | 25       | 31     | 0         | -4     | -7       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,657    | 1,949  | 0         | 1,136  | 824      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1980

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10693 COMPANY: CIVIL SERVICE EMPLOYEES INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 20532 COMPANY: CLARENDON NATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -7       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 138      | 64     | 0         | 36     | 41       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 22       | 9      | 0         | 0      | -43      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 768      | 820    | 0         | 67     | 26       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 166      | 146    | 0         | 38     | -1       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | -2       |
| TOTAL                              | 1,097    | 1,042  | 0         | 142    | 11       |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 33197 COMPANY: COLOGNE REINSURANCE COMPANY OF AMERICA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 33022 COMPANY: COLONY INSURANCE COMPANY (U.S. BRANCH)

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 4        | 4      | 0         | 0      | 0        |
| ALLIED LINES                       | 1        | 1      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 836      | 1,574  | 0         | 20     | 997      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 3      | 0         | 0      | -2       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 841      | 1,584  | 0         | 20     | 994      |

NOTE: \$1000 OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19723 COMPANY: COLONIAL INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 37,305   | 36,615 | 0         | 17,719 | 22,734   |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 13,392   | 13,284 | 0         | 6,725  | 6,796    |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 50,781   | 50,185 | 0         | 24,445 | 29,531   |

NAIC NO: 20796 COMPANY: COLONIAL PENN FRANKLIN INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 901      | 910    | 0         | 561    | 568      |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | -6       |
| AUTO LIABILITY - PRIVATE PASSENGER | 219      | 233    | 0         | 104    | 151      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 122      | 122    | 0         | 96     | 61       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,265    | 1,275  | 0         | 764    | 794      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 34789 COMPANY: COLONIAL PENN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1        | 2      | 0         | 1      | 1        |
| ALLIED LINES                       | 2        | 2      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 268      | 273    | 0         | 466    | 273      |
| COMMERCIAL                         | -3       | -3     | 0         | 6      | -8       |
| OCEAN MARINE                       | 0        | 0      | 0         | 2      | 1        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 2        | 2      | 0         | 1      | 6        |
| WORKMEN'S COMPENSATION             | 12       | 12     | 0         | 257    | 83       |
| OTHER LIABILITY                    | 29       | 67     | 0         | -11    | -134     |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,139    | 1,975  | 0         | 1,740  | 1,355    |
| COMMERCIAL                         | 0        | 2      | 0         | 47     | 23       |
| PHYSICAL DAMAGE - PP AUTO          | 737      | 708    | 0         | 482    | 487      |
| COMMERCIAL AUTO                    | 0        | 0      | 0         | 3      | 5        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 58       | 264    | 0         | 72     | 75       |
| TOTAL                              | 3,259    | 3,318  | 0         | 3,072  | 2,170    |

NAIC NO: 27812 COMPANY: COLUMBIA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 325      | 362    | 0         | 0      | 205      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL AUTO                    | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 325      | 362    | 0         | 0      | 205      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 40371 COMPANY: COLUMBIA MUTUAL CASUALTY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 19410 COMPANY: COMMERCE AND INDUSTRY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 541      | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 227      | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 18       | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | -68      | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 19       | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 247      | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 349      | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 21       | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 10       | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,366    | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20818 COMPANY: COMMERCIAL INSURANCE COMPANY OF NEWARK

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 2        | 2      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,581    | 1,617  | 0         | 764    | 817      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 214      | 224    | 0         | 49     | 27       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 551      | 540    | 0         | 445    | 663      |
| WORKMEN'S COMPENSATION             | 81       | 79     | 16        | 97     | -47      |
| OTHER LIABILITY                    | 151      | 148    | 0         | 0      | 42       |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,259    | 2,275  | 0         | 1,323  | 1,186    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,987    | 2,052  | 0         | 933    | 877      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 1      | 0         | 0      | 0        |
| TOTAL                              | 6,764    | 6,954  | 16        | 3,613  | 3,568    |

NAIC NO: 18732 COMPANY: COMMERCIAL LOAN INSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 10     | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 18716 COMPANY: COMMERCIAL MORTGAGE INSURANCE INC

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 20621 COMPANY: COMMERCIAL UNION INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 155      | 182    | 0         | 16     | -26      |
| ALLIED LINES                       | 61       | 74     | 0         | 14     | -13      |
| MULTIPLE PERIL - FARMOWNERS        | 88       | 84     | 0         | 118    | 189      |
| - HOMEOWNERS                       | 596      | 648    | 0         | 274    | 204      |
| - COMMERCIAL                       | 1,821    | 1,581  | 0         | 404    | 8        |
| OCEAN MARINE                       | 51       | 54     | 0         | 26     | 497      |
| INLAND MARINE                      | 459      | 430    | 0         | 108    | 68       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 1      | -2       |
| ACCIDENT AND SICKNESS              | 713      | 695    | 0         | 439    | 452      |
| WORKMEN'S COMPENSATION             | 4,494    | 4,363  | 0         | 3,019  | 2,437    |
| OTHER LIABILITY                    | 1,212    | 1,437  | 0         | 1,461  | -1,997   |
| AUTO LIABILITY - PRIVATE PASSENGER | 198      | 278    | 0         | 557    | -85      |
| - COMMERCIAL                       | 1,002    | 1,136  | 0         | 1,064  | 719      |
| PHYSICAL DAMAGE - PP AUTO          | 66       | 105    | 0         | 77     | 82       |
| - COMMERCIAL AUTO                  | 346      | 404    | 0         | 101    | 27       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 17       | 14     | 0         | 8      | 23       |
| OTHER                              | 80       | 69     | 0         | 5      | 2        |
| TOTAL                              | 11,363   | 11,561 | 0         | 7,701  | 2,585    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 33790 COMPANY: COMMONWEALTH MORTGAGE ASSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL AUTO                    | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 2,446    | 2,532  | 0         | 140    | 244      |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,446    | 2,532  | 0         | 140    | 244      |

NAIC NO: 21989 COMPANY: COMPASS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 186    | -296     |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL AUTO                    | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 186    | -296     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 43575 COMPANY: CONNECTICUT GENERAL FIRE AND CASUALTY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 24872 COMPANY: CONNECTICUT INDEMNITY COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 137      | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 5        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 142      | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24945 COMPANY: CONSOLIDATED AMERICAN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 42       | 24     | 0         | 0      | 1        |
| ALLIED LINES                       | 18       | 11     | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 70       | 61     | 0         | 6      | 6        |
| COMMERCIAL                         | 784      | 920    | 0         | 362    | 57       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 9        | 20     | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 21       | 50     | 21        | 168    | 47       |
| OTHER LIABILITY                    | 108      | 92     | 0         | 2      | 8        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 2      | 14       |
| COMMERCIAL                         | 275      | 432    | 0         | 1,135  | 426      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL AUTO                    | 96       | 139    | 0         | 52     | 3        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 4        | 8      | 0         | 0      | 3        |
| OTHER                              | 18       | 28     | 0         | 6      | 1        |
| TOTAL                              | 1,451    | 1,800  | 21        | 1,737  | 571      |

NAIC NO: 20443 COMPANY: CONTINENTAL CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 670      | 943    | 0         | 618    | 1,206    |
| ALLIED LINES                       | 855      | 1,236  | 0         | 3,741  | 3,395    |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 0        | 0      | 0         | 0      | -26      |
| COMMERCIAL                         | 3,055    | 4,106  | 0         | 1,903  | 777      |
| OCEAN MARINE                       | 32       | 32     | 0         | 6      | 7        |
| INLAND MARINE                      | 497      | 468    | 0         | 90     | 410      |
| MEDICAL MALPRACTICE                | 2,255    | 2,290  | 0         | 70     | 519      |
| ACCIDENT AND SICKNESS              | 3,428    | 3,239  | 0         | 2,201  | 3,173    |
| WORKMEN'S COMPENSATION             | 1,519    | 1,365  | 0         | 1,919  | 1,617    |
| OTHER LIABILITY                    | 13,318   | 13,721 | 0         | 12,157 | 4,112    |
| AUTO LIABILITY - PRIVATE PASSENGER | 19       | 19     | 0         | 1      | 0        |
| COMMERCIAL                         | 3,597    | 3,673  | 0         | 1,633  | 1,932    |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 3      | 3        |
| COMMERCIAL AUTO                    | 839      | 835    | 0         | 470    | 717      |
| CREDIT                             | 284      | 359    | 0         | 0      | 84       |
| FIDELITY AND SURETY                | 460      | 343    | 0         | 10     | 83       |
| OTHER                              | 134      | 126    | 0         | 15     | 15       |
| TOTAL                              | 30,967   | 32,762 | 0         | 24,932 | 18,029   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 35289 COMPANY: CONTINENTAL INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1,164    | 1,246  | 0         | 1,208  | 992      |
| ALLIED LINES                       | 1,165    | 1,120  | 0         | 652    | 636      |
| MULTIPLE PERIL - FARMOWNERS        | 296      | 270    | 0         | 180    | 474      |
| - HOMEOWNERS                       | 1,011    | 1,034  | 0         | 423    | 510      |
| - COMMERCIAL                       | 19,201   | 19,537 | 0         | 4,644  | 4,699    |
| OCEAN MARINE                       | 4,180    | 4,180  | 0         | 1,505  | 3,342    |
| INLAND MARINE                      | 2,306    | 2,566  | 0         | 653    | 986      |
| MEDICAL MALPRACTICE                | 46       | 28     | 0         | 0      | 3        |
| ACCIDENT AND SICKNESS              | 246      | 246    | 0         | 167    | 289      |
| WORKMEN'S COMPENSATION             | 8,287    | 6,910  | 0         | 3,323  | 3,768    |
| OTHER LIABILITY                    | 6,004    | 5,175  | 0         | 282    | 2,181    |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,176    | 1,189  | 0         | 569    | 631      |
| - COMMERCIAL                       | 3,841    | 2,729  | 0         | 1,656  | 2,403    |
| PHYSICAL DAMAGE - PP AUTO          | 828      | 800    | 0         | 349    | 321      |
| - COMMERCIAL AUTO                  | 1,156    | 1,078  | 0         | 454    | 370      |
| CREDIT                             | 150      | 255    | 0         | 8      | 158      |
| FIDELITY AND SURETY                | 826      | 754    | 0         | 334    | 353      |
| OTHER                              | 1,022    | 851    | 0         | 172    | 560      |
| TOTAL                              | 52,929   | 50,093 | 0         | 16,593 | 22,684   |

NAIC NO: 20923 COMPANY: CONTINENTAL REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 37206 COMPANY: CONTRACTOR'S BONDING AND INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 84       | 76     | 0         | 0      | 11       |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 84       | 76     | 0         | 0      | 11       |

NAIC NO: 31488 COMPANY: COVENANT INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 12912 COMPANY: CREDIT GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 9        | 11     | 0         | 16     | 22       |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 9        | 11     | 0         | 16     | 22       |

NAIC NO: 41491 COMPANY: CRITERION CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,548    | 2,438  | 0         | 846    | 1,132    |
| - COMMERCIAL                       | 21       | 20     | 0         | 0      | 6        |
| PHYSICAL DAMAGE - PP AUTO          | 862      | 828    | 0         | 313    | 308      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,431    | 3,291  | 0         | 1,160  | 1,447    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10847 COMPANY: CUMIS INSURANCE SOCIETY INC

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2        | 2      | 0         | 1      | 1        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 17       | 15     | 0         | 0      | -2       |
| - COMMERCIAL                       | 630      | 594    | 0         | 246    | 232      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 17       | 26     | 0         | 0      | -1       |
| WORKMEN'S COMPENSATION             | 103      | 103    | 0         | 39     | 87       |
| OTHER LIABILITY                    | 2        | 1      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 230      | 202    | 0         | 162    | 134      |
| - COMMERCIAL                       | 34       | 29     | 0         | 1      | -9       |
| PHYSICAL DAMAGE - PP AUTO          | 96       | 89     | 0         | 36     | 37       |
| - COMMERCIAL AUTO                  | 18       | 17     | 0         | 2      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 2,486    | 2,467  | 0         | 932    | 1,468    |
| OTHER                              | 1,686    | 1,817  | 0         | 934    | 886      |
| TOTAL                              | 5,327    | 5,369  | 0         | 2,357  | 2,835    |

NAIC NO: 21164 COMPANY: DAIRYLAND INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | -3       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 20     | -47      |
| AUTO LIABILITY - PRIVATE PASSENGER | 19,004   | 16,206 | 0         | 8,374  | 8,423    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 5,975    | 5,141  | 0         | 2,813  | 2,707    |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 24,980   | 21,348 | 0         | 11,207 | 11,080   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1986

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22241 COMPANY: DEPENDABLE INSURANCE COMPANY INC

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | -8       | 7      | 0         | 2      | 2        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 41       | 41     | 0         | 1      | 0        |
| OTHER LIABILITY                    | 1        | 1      | 0         | 3      | 4        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | -163     | 1,077  | 0         | 317    | 348      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 71       | 44     | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | -57      | 1,172  | 0         | 324    | 355      |

NAIC NO: 31135 COMPANY: EAGLE AMERICAN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 29599 COMPANY: EASTERN AVIATION & MARINE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 31       | 18     | 0         | 0      | 0        |
| TOTAL                              | 31       | 18     | 0         | 0      | 0        |

NAIC NO: 24287 COMPANY: EDISON INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 4        | 1      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 15       | 5      | 0         | 0      | 1        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 9        | 3      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 29       | 9      | 0         | 0      | 2        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21261 COMPANY: ELECTRIC INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 69       | 64     | 12        | 91     | 47       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 1        | 1      | 0         | 0      | 0        |
| INLAND MARINE                      | 3        | 3      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 32       | 31     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 557      | 498    | 44        | 431    | 738      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 608      | 528    | 44        | 259    | 277      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,277    | 1,132  | 102       | 782    | 1,064    |

NAIC NO: 21288 COMPANY: ELECTRIC MUTUAL LIABILITY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 10       | 10     | 7         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,120    | 1,120  | 652       | 522    | 527      |
| OTHER LIABILITY                    | 147      | 143    | 40        | 810    | -688     |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 449      | 449    | 176       | 132    | -103     |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 1      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,726    | 1,725  | 877       | 1,466  | -264     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21407 COMPANY: EMCASCO INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 142      | 131    | 0         | 92     | 84       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 21       | 20     | 0         | 11     | -11      |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 218      | 220    | 0         | 339    | 280      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 169      | 172    | 0         | 72     | 65       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 556      | 548    | 0         | 516    | 419      |

NAIC NO: 21326 COMPANY: EMPIRE FIRE AND MARINE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 56       | 57     | 0         | 27     | 13       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 35       | 35     | 0         | 6      | 18       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 44       | 51     | 0         | 72     | 83       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,588    | 1,762  | 0         | 336    | 1,084    |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 217      | 296    | 0         | 111    | 61       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1,122    | 1,122  | 0         | 670    | 670      |
| TOTAL                              | 3,064    | 3,326  | 0         | 1,225  | 1,932    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21369 COMPANY: EMPLOYERS CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 767      | 832    | -8        | 357    | 349      |
| OTHER LIABILITY                    | 66       | -51    | 0         | 21     | 26       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 52       | 27     | 0         | 18     | 12       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 8        | 4      | 0         | 4      | 5        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 895      | 814    | -8        | 402    | 394      |

NAIC NO: 21458 COMPANY: EMPLOYERS INSURANCE OF WAUSAU A MUTUAL

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 80       | 46     | 0         | 151    | 151      |
| ALLIED LINES                       | 385      | 264    | 0         | 5      | 6        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 12       | 12     | 0         | 3      | 3        |
| - COMMERCIAL                       | 56       | 246    | 0         | 20     | -102     |
| OCEAN MARINE                       | 72       | 38     | 0         | 3      | -101     |
| INLAND MARINE                      | 18       | 22     | 0         | 1      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 696      | 696    | 0         | 765    | 777      |
| WORKMEN'S COMPENSATION             | 3,730    | 3,638  | 459       | 2,668  | 2,371    |
| OTHER LIABILITY                    | 799      | 915    | 0         | -143   | -999     |
| AUTO LIABILITY - PRIVATE PASSENGER | 39       | 35     | 0         | 126    | 15       |
| - COMMERCIAL                       | 605      | 558    | 0         | 285    | 806      |
| PHYSICAL DAMAGE - PP AUTO          | 28       | 25     | 0         | 8      | 9        |
| - COMMERCIAL AUTO                  | 129      | 123    | 0         | 90     | 86       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 461      | 547    | 0         | 0      | 27       |
| OTHER                              | 2        | 1      | 0         | 0      | 0        |
| TOTAL                              | 7,119    | 7,172  | 459       | 3,984  | 3,053    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21415 COMPANY: EMPLOYERS MUTUAL CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 76       | 65     | 0         | 4      | 4        |
| ALLIED LINES                       | 24       | 20     | 0         | 0      | 1        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 56       | 50     | 0         | 24     | 20       |
| - COMMERCIAL                       | 54       | 64     | 0         | 59     | 52       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 80       | 59     | 0         | 4      | 4        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 51       | 53     | 2         | 54     | -24      |
| OTHER LIABILITY                    | 126      | 111    | 0         | 7      | -139     |
| AUTO LIABILITY - PRIVATE PASSENGER | 57       | 58     | 0         | 51     | 45       |
| - COMMERCIAL                       | 149      | 137    | 0         | 41     | 42       |
| PHYSICAL DAMAGE - PP AUTO          | 39       | 41     | 0         | 14     | 12       |
| - COMMERCIAL AUTO                  | 40       | 49     | 0         | 18     | 18       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 20       | 11     | 0         | 0      | 3        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 778      | 734    | 2         | 282    | 49       |

NAIC NO: 39845 COMPANY: EMPLOYERS REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 58       | 51     | 0         | 0      | 83       |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 2,199    | 2,243  | 0         | 400    | 410      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -3       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 29       | 36     | 0         | 0      | 0        |
| OTHER                              | 3,710    | 3,658  | 0         | 1,095  | 3,776    |
| TOTAL                              | 5,998    | 5,989  | 0         | 1,495  | 4,266    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20648 COMPANY: EMPLOYERS' FIRE INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 3        | 3      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | -2       |
| - HOMEOWNERS                       | 628      | 691    | 0         | 502    | 529      |
| - COMMERCIAL                       | 352      | 228    | 0         | 17     | 156      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 29       | 33     | 0         | 0      | 2        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 425      | 344    | 35        | 261    | -183     |
| OTHER LIABILITY                    | 31       | 23     | 0         | 0      | -40      |
| AUTO LIABILITY - PRIVATE PASSENGER | 1        | 35     | 0         | 34     | -78      |
| - COMMERCIAL                       | 675      | 546    | 0         | 267    | 292      |
| PHYSICAL DAMAGE - PP AUTO          | 1        | 10     | 0         | -9     | -10      |
| - COMMERCIAL AUTO                  | 234      | 181    | 0         | 80     | 104      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,384    | 2,109  | 35        | 1,162  | 768      |

NAIC NO: 26263 COMPANY: ERIE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 262      | 226    | 33        | 30     | 17       |
| OTHER LIABILITY                    | 141      | 122    | 0         | 0      | -11      |
| AUTO LIABILITY - PRIVATE PASSENGER | 9,903    | 9,005  | 0         | 6,473  | 8,726    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 5,187    | 4,810  | 0         | 2,732  | 3,095    |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 208      | 201    | 0         | 34     | 63       |
| OTHER                              | 33       | 33     | 0         | 0      | 0        |
| TOTAL                              | 15,736   | 14,399 | 33        | 9,271  | 11,892   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
 BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26271 COMPANY: ERIE INSURANCE EXCHANGE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 550      | 544    | 0         | 184    | 75       |
| ALLIED LINES                       | 148      | 150    | 0         | 67     | 59       |
| MULTIPLE PERIL - FARMOWNERS        | 97       | 94     | 0         | 105    | 83       |
| - HOMEOWNERS                       | 7,535    | 6,952  | 0         | 4,071  | 5,030    |
| - COMMERCIAL                       | 4,466    | 4,168  | 0         | 1,068  | 1,529    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 879      | 846    | 0         | 516    | 363      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 7,038    | 6,526  | 608       | 2,341  | 2,090    |
| OTHER LIABILITY                    | 3,058    | 2,817  | 0         | 243    | 239      |
| AUTO LIABILITY - PRIVATE PASSENGER | 20,184   | 18,726 | 0         | 13,544 | 18,165   |
| - COMMERCIAL                       | 5,222    | 4,803  | 0         | 2,481  | 3,406    |
| PHYSICAL DAMAGE - PP AUTO          | 14,618   | 14,059 | 0         | 7,695  | 8,090    |
| - COMMERCIAL AUTO                  | 2,765    | 2,660  | 0         | 1,010  | 1,107    |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 178      | 178    | 0         | 5      | 5        |
| TOTAL                              | 66,742   | 62,531 | 608       | 33,334 | 40,247   |

NAIC NO: 11045 COMPANY: EXCELSIOR INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 43       | 35     | 0         | 4      | 8        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 2        | 1      | 0         | 11     | 11       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 52       | 30     | 0         | 0      | 0        |
| OTHER LIABILITY                    | 14       | 14     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 48       | 40     | 0         | 4      | 128      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 17       | 14     | 0         | 6      | 6        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 178      | 138    | 0         | 26     | 172      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 13722 COMPANY: EXCESS MUTUAL REINSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 21652 COMPANY: FARMERS INSURANCE EXCHANGE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1980

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 13897 COMPANY: FARMERS MUTUAL HAIL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 35       | 35     | 0         | 0      | 12       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 35       | 35     | 0         | 0      | 12       |

NAIC NO: 41483 COMPANY: FARMINGTON CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,250    | 241    | 0         | 1      | 49       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 15       | 3      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 4,284    | 3,934  | 0         | 1,586  | 3,472    |
| OTHER LIABILITY                    | 48       | 10     | 0         | 0      | 1        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 259      | 54     | 0         | 1      | 18       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 76       | 15     | 0         | 5      | 6        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 5,943    | 4,261  | 0         | 1,594  | 3,548    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20281 COMPANY: FEDERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 387      | 391    | 0         | 74     | 66       |
| ALLIED LINES                       | 300      | 287    | 0         | 107    | 100      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 912      | 919    | 0         | 347    | 202      |
| - COMMERCIAL                       | 8,508    | 8,573  | 0         | 4,916  | 5,315    |
| OCEAN MARINE                       | 208      | 188    | 0         | 7      | 23       |
| INLAND MARINE                      | 3,267    | 2,749  | 0         | 699    | 477      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 154    | 16       |
| ACCIDENT AND SICKNESS              | 289      | 275    | 0         | 26     | 40       |
| WORKMEN'S COMPENSATION             | 1,112    | 1,245  | 0         | 535    | 572      |
| OTHER LIABILITY                    | 23,094   | 23,510 | 0         | 1,563  | 10,630   |
| AUTO LIABILITY - PRIVATE PASSENGER | 511      | 469    | 0         | 205    | 126      |
| - COMMERCIAL                       | 1,161    | 1,204  | 0         | 278    | 471      |
| PHYSICAL DAMAGE - PP AUTO          | 511      | 520    | 0         | 182    | 196      |
| - COMMERCIAL AUTO                  | 464      | 462    | 0         | 171    | 192      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 5,552    | 5,493  | 0         | 506    | 2,006    |
| OTHER                              | 1,723    | 2,082  | 0         | 276    | 708      |
| TOTAL                              | 48,806   | 48,373 | 0         | 10,055 | 21,148   |

NAIC NO: 30503 COMPANY: FEDERAL KEMPER INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 125      | 109    | 0         | 32     | 20       |
| ALLIED LINES                       | 40       | 35     | 0         | 2      | 16       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 792      | 637    | 0         | 708    | 643      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 34       | 30     | 0         | 16     | 22       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 33     | 66       |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 12     | -30      |
| OTHER LIABILITY                    | 9        | 8      | 0         | 3      | -6       |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,431    | 1,350  | 0         | 794    | 967      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 20       |
| PHYSICAL DAMAGE - PP AUTO          | 815      | 764    | 0         | 568    | 589      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 8        | 8      | 0         | 0      | 0        |
| TOTAL                              | 3,257    | 2,945  | 0         | 2,173  | 2,397    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 13935 COMPANY: FEDERATED MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 383      | 427    | 4         | 198    | 227      |
| ALLIED LINES                       | 174      | 179    | 2         | 50     | 43       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 285      | 280    | 0         | 643    | 658      |
| - COMMERCIAL                       | 1,324    | 1,251  | 45        | 467    | 723      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 510      | 520    | 15        | 148    | 208      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 4,258    | 4,257  | 0         | 3,688  | 3,895    |
| WORKMEN'S COMPENSATION             | 3,324    | 3,103  | 1         | 1,530  | 2,189    |
| OTHER LIABILITY                    | 4,711    | 4,565  | 99        | 791    | 4,641    |
| AUTO LIABILITY - PRIVATE PASSENGER | 450      | 450    | 0         | 275    | 438      |
| - COMMERCIAL                       | 2,765    | 2,721  | 88        | 1,180  | 2,072    |
| PHYSICAL DAMAGE - PP AUTO          | 372      | 366    | 0         | 169    | 174      |
| - COMMERCIAL AUTO                  | 1,494    | 1,474  | 64        | 621    | 679      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 149      | 130    | 3         | 130    | 54       |
| OTHER                              | 187      | 176    | 9         | 68     | 64       |
| TOTAL                              | 20,393   | 19,905 | 334       | 9,964  | 16,071   |

NAIC NO: 11118 COMPANY: FEDERATED RURAL ELECTRIC

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 38       | 37     | 0         | 0      | 0        |
| ALLIED LINES                       | 19       | 19     | 0         | 1      | 97       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 3        | 2      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 113      | 115    | 0         | 16     | 55       |
| OTHER LIABILITY                    | 175      | 179    | 0         | 30     | 22       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 78       | 79     | 0         | 7      | 8        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 27       | 29     | 0         | 15     | 21       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 4        | 4      | 0         | 0      | 0        |
| OTHER                              | 4        | 4      | 0         | 0      | 1        |
| TOTAL                              | 465      | 472    | 0         | 72     | 208      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 37095 COMPANY: FGIC MORTGAGE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 35270 COMPANY: FIDELITY AND CASUALTY COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 485      | 501    | 0         | 12     | 23       |
| ALLIED LINES                       | 87       | 85     | 0         | 5      | 16       |
| MULTIPLE PERIL - FARMOWNERS        | 28       | 25     | 0         | 43     | 51       |
| - HOMEOWNERS                       | 159      | 167    | 0         | 69     | 58       |
| - COMMERCIAL                       | 2,856    | 3,486  | 0         | 1,691  | 1,788    |
| OCEAN MARINE                       | 74       | 78     | 0         | 220    | 180      |
| INLAND MARINE                      | 177      | 279    | 0         | 131    | 27       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 9,247    | 9,252  | 0         | 4,400  | 3,919    |
| OTHER LIABILITY                    | 1,773    | 1,755  | 0         | 55     | 85       |
| AUTO LIABILITY - PRIVATE PASSENGER | 761      | 820    | 0         | 585    | 600      |
| - COMMERCIAL                       | 562      | 579    | 0         | 527    | 745      |
| PHYSICAL DAMAGE - PP AUTO          | 291      | 325    | 0         | 51     | 34       |
| - COMMERCIAL AUTO                  | 103      | 126    | 0         | 0      | -4       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 317      | 328    | 0         | -1     | 0        |
| OTHER                              | 12       | 63     | 0         | 2,075  | 1,660    |
| TOTAL                              | 16,949   | 17,886 | 0         | 9,868  | 9,196    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 39306 COMPANY: FIDELITY AND DEPOSIT COMPANY OF MARYLAND

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 50       | 39     | 0         | 0      | 26       |
| ALLIED LINES                       | 135      | 124    | 0         | 53     | 47       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,174    | 1,140  | 0         | 167    | 13       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 152      | 149    | 0         | 24     | 33       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 387      | 360    | 0         | 48     | 251      |
| OTHER LIABILITY                    | 1,654    | 1,627  | 0         | 109    | 266      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 231      | 211    | 0         | 9      | -33      |
| PHYSICAL DAMAGE - PP AUTO          | 1,234    | 1,242  | 0         | 1,160  | 1,245    |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 93       | 14     | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 8,884    | 9,505  | 0         | 3,645  | 520      |
| OTHER                              | 3,899    | 3,907  | 0         | 516    | 526      |
| TOTAL                              | 17,897   | 18,323 | 0         | 5,742  | 2,905    |

NAIC NO: 25879 COMPANY: FIDELITY AND GUARANTY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | -309     | 212    | 0         | 153    | 52       |
| ALLIED LINES                       | -59      | 101    | 0         | 44     | 10       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 2,765    | 2,740  | 0         | 1,446  | 1,427    |
| - COMMERCIAL                       | 7,098    | 6,842  | 0         | 2,623  | 3,214    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 156      | 439    | 0         | 1,574  | 492      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 4,801    | 5,035  | 451       | 3,334  | 2,780    |
| OTHER LIABILITY                    | 1,215    | 2,612  | 0         | 281    | -108     |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,908    | 2,650  | 0         | 1,655  | 1,929    |
| - COMMERCIAL                       | 388      | 306    | 0         | 131    | 229      |
| PHYSICAL DAMAGE - PP AUTO          | 1,849    | 1,648  | 0         | 951    | 982      |
| - COMMERCIAL AUTO                  | 13       | 9      | 0         | 84     | 83       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 13       | 32     | 0         | -4     | 5        |
| OTHER                              | 4        | 54     | 0         | 7      | 6        |
| TOTAL                              | 20,846   | 22,686 | 451       | 12,284 | 11,115   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 35386 COMPANY: FIDELITY AND GUARANTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | -34      | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | -1       | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,472    | 1,526  | 0         | 858    | 858      |
| - COMMERCIAL                       | 540      | 423    | 0         | 15     | 43       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 139      | 150    | 0         | 59     | 50       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2,923    | 2,676  | 54        | 2,261  | 3,868    |
| OTHER LIABILITY                    | -1       | 15     | 0         | 0      | 1        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 11       | 5      | 0         | 0      | 1        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 344      | 109    | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 5,396    | 4,911  | 54        | 3,196  | 4,832    |

NAIC NO: 24880 COMPANY: FIRE AND CASUALTY INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | -44      | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 3        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,458    | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 83       | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,500    | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21873 COMPANY: FIREMAN'S FUND INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 187      | 190    | 0         | 61     | 56       |
| ALLIED LINES                       | 114      | 124    | 0         | 121    | 120      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 540      | 554    | 0         | 114    | 109      |
| - COMMERCIAL                       | 2,562    | 2,968  | 0         | 595    | 438      |
| OCEAN MARINE                       | 1,240    | 1,141  | 0         | 980    | 2,944    |
| INLAND MARINE                      | 995      | 965    | 0         | 282    | 308      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 519      | 365    | -4        | 394    | 623      |
| OTHER LIABILITY                    | 1,807    | 2,055  | 0         | 686    | 1,376    |
| AUTO LIABILITY - PRIVATE PASSENGER | 396      | 416    | 0         | 347    | 753      |
| - COMMERCIAL                       | 398      | 517    | 0         | 175    | -138     |
| PHYSICAL DAMAGE - PP AUTO          | 354      | 363    | 0         | 135    | 129      |
| - COMMERCIAL AUTO                  | 115      | 141    | 0         | 104    | 92       |
| CREDIT                             | 100      | 332    | 0         | 0      | -555     |
| FIDELITY AND SURETY                | 226      | 235    | 0         | -48    | -131     |
| OTHER                              | 242      | 240    | 0         | 37     | 169      |
| TOTAL                              | 9,805    | 10,615 | -4        | 3,988  | 6,296    |

NAIC NO: 37273 COMPANY: FIREMAN'S FUND INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 17       | 20     | 0         | 2      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 185      | 185    | 25        | 11     | 143      |
| OTHER LIABILITY                    | 1        | 1      | 0         | 0      | 2        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 205      | 207    | 25        | 14     | 146      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21784 COMPANY: FIREMEN'S INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 158      | 135    | 0         | 0      | 0        |
| ALLIED LINES                       | 60       | 50     | 0         | 10     | 22       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 281      | 266    | 0         | 53     | 57       |
| - COMMERCIAL                       | 67       | 15     | 0         | 0      | 13       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 15       | 15     | 0         | 8      | 12       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 15       | 10     | 0         | 0      | -2       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 598      | 493    | 0         | 72     | 103      |

NAIC NO: 20850 COMPANY: FIREMEN'S INSURANCE COMPANY OF NEWARK,

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 16       | 12     | 0         | 0      | 0        |
| ALLIED LINES                       | 2        | 2      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 13       | 14     | 0         | 166    | 165      |
| - COMMERCIAL                       | 219      | 179    | 0         | 11     | -39      |
| OCEAN MARINE                       | 8        | 8      | 0         | 7      | 1        |
| INLAND MARINE                      | 213      | 205    | 0         | 59     | -18      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 319      | 325    | 0         | 310    | 214      |
| OTHER LIABILITY                    | 49       | 46     | 0         | 9      | 45       |
| AUTO LIABILITY - PRIVATE PASSENGER | 18       | 22     | 0         | 4      | 25       |
| - COMMERCIAL                       | 17       | 1      | 0         | 79     | 45       |
| PHYSICAL DAMAGE - PP AUTO          | 5        | 18     | 0         | 6      | 7        |
| - COMMERCIAL AUTO                  | 118      | 6      | 0         | 20     | 9        |
| CREDIT                             | 0        | 54     | 0         | 0      | 7        |
| FIDELITY AND SURETY                | 404      | 278    | 0         | 90     | 186      |
| OTHER                              | 24       | 186    | 0         | 27     | -14      |
| TOTAL                              | 1,432    | 1,362  | 0         | 793    | 636      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11150 COMPANY: FIRST AMERICAN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 749      | 734    | 0         | 278    | 278      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 749      | 735    | 0         | 278    | 278      |

NAIC NO: 11177 COMPANY: FIRST FINANCIAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 8        | 8      | 0         | 0      | 0        |
| ALLIED LINES                       | 2        | 2      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 33       | 18     | 0         | 0      | 1        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 354      | 248    | 0         | 1      | 52       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 25       | 23     | 0         | 5      | 26       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 424      | 301    | 0         | 6      | 80       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25321 COMPANY: FIRST GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 1        | 1      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1        | 1      | 0         | 0      | 0        |

NAIC NO: 24724 COMPANY: FIRST NATIONAL INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1        | 1      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 8        | 5      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 428      | 386    | 0         | 77     | 292      |
| OTHER LIABILITY                    | 598      | 476    | 0         | 0      | 90       |
| AUTO LIABILITY - PRIVATE PASSENGER | 449      | 442    | 0         | 436    | 232      |
| - COMMERCIAL                       | 95       | 74     | 0         | 9      | 62       |
| PHYSICAL DAMAGE - PP AUTO          | 354      | 338    | 0         | 187    | 179      |
| - COMMERCIAL AUTO                  | 44       | 36     | 0         | 2      | 2        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,981    | 1,762  | 0         | 713    | 859      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21806 COMPANY: FIRST OF GEORGIA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 53       | 38     | 0         | 12     | 20       |
| ALLIED LINES                       | 22       | 15     | 0         | 0      | 15       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 780      | 529    | 0         | 162    | 277      |
| - COMMERCIAL                       | 3        | 1      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 263      | 211    | 0         | 89     | 97       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 10       | 4      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 713      | 516    | 0         | 149    | 476      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 389      | 280    | 0         | 165    | 198      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,236    | 1,598  | 0         | 579    | 1,087    |

NAIC NO: 13978 COMPANY: FLORISTS' MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 31       | 30     | 0         | 1      | 1        |
| ALLIED LINES                       | 112      | 106    | 0         | 10     | 32       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 361      | 337    | 0         | 35     | 47       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 410      | 391    | 106       | 108    | 153      |
| OTHER LIABILITY                    | 88       | 81     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 264      | 253    | 0         | 27     | 72       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 106      | 93     | 0         | 40     | 41       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 17       | 16     | 0         | 0      | 0        |
| TOTAL                              | 1,393    | 1,313  | 106       | 224    | 350      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11185 COMPANY: FOREMOST INSURANCE COMPANY GRAND RAPIDS

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 18       | 18     | 0         | 0      | 5        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 228      | 221    | 0         | 84     | 64       |
| AUTO LIABILITY - PRIVATE PASSENGER | 76       | 65     | 0         | 76     | 20       |
| - COMMERCIAL                       | 54       | 53     | 0         | 140    | 67       |
| PHYSICAL DAMAGE - PP AUTO          | 3,105    | 3,121  | 0         | 1,058  | 1,088    |
| - COMMERCIAL AUTO                  | 14       | 13     | 0         | 0      | 0        |
| CREDIT                             | 171      | 95     | 0         | 131    | 195      |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,670    | 3,589  | 0         | 1,492  | 1,442    |

NAIC NO: 11800 COMPANY: FOREMOST PROPERTY AND CASUALTY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 41513 COMPANY: FOREMOST SIGNATURE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 17680 COMPANY: FORUM INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | -1       |
| ACCIDENT AND SICKNESS              | 98       | 98     | 0         | 43     | 43       |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 6        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 3      | -131     |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 3      | 9        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 933      | 933    | 0         | 148    | 191      |
| TOTAL                              | 1,031    | 1,031  | 0         | 198    | 117      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11207 COMPANY: FREMONT INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1        | 1      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 371    | 86       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL AUTO                    | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1        | 1      | 0         | 371    | 86       |

NAIC NO: 34266 COMPANY: FRONTIER INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 34       | 10     | 0         | 0      | 4        |
| HOMEOWNERS                         | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 7        | 7      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 816      | 286    | 0         | 31     | 120      |
| WORKMEN'S COMPENSATION             | 81       | 67     | 0         | 3      | 30       |
| OTHER LIABILITY                    | 186      | 148    | 0         | 3      | 95       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| COMMERCIAL AUTO                    | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,125    | 520    | 0         | 38     | 251      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 35882 COMPANY: GEICO GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 11       | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 4,076    | 2,934  | 0         | 1,157  | 2,170    |
| - COMMERCIAL                       | 4        | 3      | 0         | 6      | 8        |
| PHYSICAL DAMAGE - PP AUTO          | 2,068    | 1,516  | 0         | 1,054  | 1,230    |
| - COMMERCIAL AUTO                  | 3        | 2      | 0         | 4      | 4        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 6,175    | 4,468  | 0         | 2,222  | 3,413    |

NAIC NO: 22055 COMPANY: GEICO INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 7,623    | 7,333  | 0         | 4,072  | 4,667    |
| - COMMERCIAL                       | 9        | 21     | 0         | 1      | -2       |
| PHYSICAL DAMAGE - PP AUTO          | 3,690    | 3,598  | 0         | 2,085  | 2,039    |
| - COMMERCIAL AUTO                  | 5        | 11     | 0         | 0      | -1       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 11,353   | 10,989 | 0         | 6,158  | 6,702    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21970 COMPANY: GENERAL ACCIDENT INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 265      | 274    | 0         | 39     | 23       |
| ALLIED LINES                       | 147      | 152    | 0         | 63     | 55       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 472      | 523    | 0         | 299    | 343      |
| - COMMERCIAL                       | 1,074    | 980    | 0         | 696    | 86       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | -1       |
| INLAND MARINE                      | 604      | 621    | 0         | 249    | 332      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 19     | 47       |
| WORKMEN'S COMPENSATION             | 584      | 525    | 0         | 391    | 1,116    |
| OTHER LIABILITY                    | 835      | 663    | 0         | -197   | -385     |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,130    | 1,066  | 0         | 685    | 682      |
| - COMMERCIAL                       | 540      | 584    | 0         | 153    | 165      |
| PHYSICAL DAMAGE - PP AUTO          | 897      | 775    | 0         | 476    | 452      |
| - COMMERCIAL AUTO                  | 210      | 210    | 0         | 28     | 42       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 25       | 22     | 0         | 3      | 9        |
| TOTAL                              | 6,698    | 6,322  | 0         | 2,910  | 2,971    |

NAIC NO: 18619 COMPANY: GENERAL ELECTRIC EQUITY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
 BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 41432 COMPANY: GENERAL ELECTRIC EQUITY INSURANCE

|                                    | PREMIUMS |        |           | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED | DIVIDENDS | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 353      | 353    | 0         | 2      | -3       |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 353      | 353    | 0         | 2      | -3       |

NAIC NO: 16624 COMPANY: GENERAL ELECTRIC GUARANTY INSURANCE

|                                    | PREMIUMS |        |           | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED | DIVIDENDS | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 29823 COMPANY: GENERAL ELECTRIC MORTGAGE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 3,100    | 3,294  | 0         | 145    | 724      |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,100    | 3,294  | 0         | 145    | 724      |

NAIC NO: 16675 COMPANY: GENERAL ELECTRIC MORTGAGE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 96       | 114    | 0         | 19     | 29       |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 96       | 114    | 0         | 19     | 29       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 38458 COMPANY: GENERAL ELECTRIC MORTGAGE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 10,467   | 9,578  | 0         | 2,534  | 4,669    |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 10,467   | 9,578  | 0         | 2,534  | 4,669    |

NAIC NO: 24732 COMPANY: GENERAL INSURANCE COMPANY OF AMERICA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 26       | 24     | 0         | 4      | 21       |
| ALLIED LINES                       | 19       | 20     | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 66       | 58     | 0         | 1      | 3        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 12       | 18     | 0         | 3      | -30      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 345      | 385    | 68        | 161    | 417      |
| OTHER LIABILITY                    | 329      | 329    | 0         | 90     | 234      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 62       | 84     | 0         | 10     | 13       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 26       | 36     | 0         | 11     | 13       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 229      | 133    | 0         | 0      | 3        |
| OTHER                              | 80       | 77     | 0         | 29     | 26       |
| TOTAL                              | 1,200    | 1,168  | 68        | 312    | 702      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11231 COMPANY: GENERAL INSURANCE COMPANY OF TRIESTE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 6      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 3      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 9      | 0         | 0      | -1       |

NAIC NO: 22039 COMPANY: GENERAL REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 2,495    | 2,092  | 0         | 384    | -2,314   |
| TOTAL                              | 2,495    | 2,092  | 0         | 384    | -2,314   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11967 COMPANY: GENERAL STAR NATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 66       | 75     | 0         | 10     | 44       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 66       | 75     | 0         | 9      | 43       |

NAIC NO: 11282 COMPANY: GERMANTOWN-INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 215      | 197    | 0         | 152    | 173      |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 215      | 197    | 0         | 152    | 173      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 34622 COMPANY: GLENS FALLS INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 31       | 37     | 0         | 2      | 1        |
| ALLIED LINES                       | 7        | 11     | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 8        | 0      | 0         | 1      | 29       |
| - COMMERCIAL                       | 2,362    | 1,820  | 0         | 157    | 322      |
| OCEAN MARINE                       | 3        | 3      | 0         | 97     | 9        |
| INLAND MARINE                      | 39       | 73     | 0         | 1      | -1       |
| MEDICAL MALPRACTICE                | 1        | 2      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 71       | 92     | 0         | 190    | -269     |
| OTHER LIABILITY                    | 103      | 108    | 0         | 0      | 30       |
| AUTO LIABILITY - PRIVATE PASSENGER | 10       | 11     | 0         | 172    | -127     |
| - COMMERCIAL                       | 132      | 89     | 0         | 5      | 5        |
| PHYSICAL DAMAGE - PP AUTO          | 9        | 11     | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 56       | 38     | 0         | 2      | -8       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 77       | 28     | 0         | 0      | 10       |
| OTHER                              | 196      | 215    | 0         | 34     | 77       |
| TOTAL                              | 3,112    | 2,554  | 0         | 668    | 80       |

NAIC NO: 24600 COMPANY: GLOBE INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1        | 1      | 0         | 0      | 0        |
| ALLIED LINES                       | 8        | 7      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 58       | 55     | 0         | 5      | 8        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 4,069    | 3,792  | 178       | 1,041  | 1,933    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 6        | 7      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,489    | 1,343  | 84        | 559    | 897      |
| OTHER LIABILITY                    | 211      | 218    | 0         | 1      | 119      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 686      | 581    | 5         | 47     | 214      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 107      | 86     | 0         | 39     | 40       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 1      | 0         | 0      | 0        |
| TOTAL                              | 6,642    | 6,096  | 269       | 1,695  | 3,214    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14044 COMPANY: GOODVILLE MUTUAL CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 5        | 5      | 0         | 0      | -1       |
| ALLIED LINES                       | 1        | 1      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 15       | 14     | 0         | 2      | 2        |
| - COMMERCIAL                       | 25       | 20     | 0         | 3      | 2        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 19       | 20     | 0         | 1      | 2        |
| OTHER LIABILITY                    | 87       | 70     | 0         | 8      | 12       |
| AUTO LIABILITY - PRIVATE PASSENGER | 404      | 393    | 0         | 262    | 185      |
| - COMMERCIAL                       | 65       | 61     | 0         | 6      | 7        |
| PHYSICAL DAMAGE - PP AUTO          | 77       | 74     | 0         | 33     | 34       |
| - COMMERCIAL AUTO                  | 6        | 6      | 0         | 0      | 3        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 710      | 678    | 0         | 319    | 249      |

NAIC NO: 22063 COMPANY: GOVERNMENT EMPLOYEES INSURANCE COMPANY

|                                    | PREMIUMS |         | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|---------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED  |           | PAID   | INCURRED |
| FIRE                               | 669      | 627     | 0         | 309    | 258      |
| ALLIED LINES                       | 301      | 276     | 0         | 64     | 95       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0       | 0         | 0      | 0        |
| - HOMEOWNERS                       | 10,411   | 9,565   | 0         | 5,034  | 5,471    |
| - COMMERCIAL                       | 0        | 0       | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0       | 0         | 0      | 0        |
| INLAND MARINE                      | 465      | 453     | 0         | 184    | 191      |
| MEDICAL MALPRACTICE                | 0        | 0       | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 399      | 412     | 0         | 78     | 81       |
| WORKMEN'S COMPENSATION             | 0        | 0       | 0         | 0      | 0        |
| OTHER LIABILITY                    | 720      | 615     | 0         | 3      | 702      |
| AUTO LIABILITY - PRIVATE PASSENGER | 60,781   | 77,014  | 0         | 46,616 | 50,035   |
| - COMMERCIAL                       | 242      | 307     | 0         | 117    | 118      |
| PHYSICAL DAMAGE - PP AUTO          | 28,630   | 37,278  | 0         | 25,196 | 24,953   |
| - COMMERCIAL AUTO                  | 194      | 251     | 0         | 159    | 156      |
| CREDIT                             | 0        | 0       | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0       | 0         | 0      | 0        |
| OTHER                              | 1        | 1       | 0         | 0      | 0        |
| TOTAL                              | 103,169  | 127,154 | 0         | 77,765 | 82,063   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22098 COMPANY: GRAIN DEALERS MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 35       | 35     | 0         | 1      | 1        |
| ALLIED LINES                       | 6        | 7      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 31       | 35     | 0         | 33     | 32       |
| - COMMERCIAL                       | 132      | 138    | 0         | 37     | 52       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 10       | 10     | 0         | 3      | 3        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 37       | 40     | 0         | 39     | 0        |
| OTHER LIABILITY                    | 26       | 28     | 0         | 108    | 99       |
| AUTO LIABILITY - PRIVATE PASSENGER | 450      | 438    | 0         | 393    | 291      |
| - COMMERCIAL                       | 115      | 122    | 0         | 7      | 27       |
| PHYSICAL DAMAGE - PP AUTO          | 221      | 220    | 0         | 125    | 130      |
| - COMMERCIAL AUTO                  | 55       | 56     | 0         | 48     | 49       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,123    | 1,134  | 0         | 800    | 690      |

NAIC NO: 14087 COMPANY: GRANGERS MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 6        | 6      | 0         | 0      | 0        |
| ALLIED LINES                       | 1        | 1      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 3        | 3      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 26       | 20     | 0         | 2      | 1        |
| - COMMERCIAL                       | 29       | 30     | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 69       | 63     | 0         | 3      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23809 COMPANY: GRANITE STATE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 20       | 44     | 0         | 25     | 22       |
| - COMMERCIAL                       | 2,885    | 3,067  | 0         | 956    | 824      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 6        | 9      | 0         | 11     | -1       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 407      | 579    | 67        | 348    | 221      |
| OTHER LIABILITY                    | 229      | 76     | 0         | 17     | 96       |
| AUTO LIABILITY - PRIVATE PASSENGER | 21       | 98     | 0         | 104    | 127      |
| - COMMERCIAL                       | 0        | -1     | 0         | 87     | -2       |
| PHYSICAL DAMAGE - PP AUTO          | 19       | 83     | 0         | 49     | 40       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | -9     | -15      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1        | 2      | 0         | 0      | -11      |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,592    | 3,960  | 67        | 1,590  | 1,302    |

NAIC NO: 25984 COMPANY: GRAPHIC ARTS MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1        | 1      | 0         | 0      | 0        |
| ALLIED LINES                       | 1        | 1      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 300      | 246    | 0         | 67     | 287      |
| - COMMERCIAL                       | 2,007    | 1,958  | 0         | 235    | 304      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 21       | 18     | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 959      | 847    | 31        | 684    | 860      |
| OTHER LIABILITY                    | 0        | 0      | 0         | 15     | -19      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 3      | 7        |
| - COMMERCIAL                       | 1,114    | 727    | 0         | 113    | 458      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 5      | 5        |
| - COMMERCIAL AUTO                  | 392      | 254    | 0         | 174    | 264      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 4,799    | 4,050  | 31        | 1,299  | 2,249    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 16691 COMPANY: GREAT AMERICAN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 586      | 672    | 0         | 65     | 341      |
| ALLIED LINES                       | 713      | 719    | 0         | 405    | 393      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 33       | 51     | 0         | 143    | -201     |
| - COMMERCIAL                       | 3,331    | 3,278  | 0         | 1,630  | 1,687    |
| OCEAN MARINE                       | 24       | 9      | 0         | 13     | 2        |
| INLAND MARINE                      | 2,000    | 2,017  | 0         | 663    | 599      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 451      | 715    | 119       | 509    | 473      |
| OTHER LIABILITY                    | 1,069    | 2,159  | 0         | 107    | 2,068    |
| AUTO LIABILITY - PRIVATE PASSENGER | 915      | 1,145  | 0         | 1,214  | 650      |
| - COMMERCIAL                       | 137      | 149    | 0         | 1,328  | 766      |
| PHYSICAL DAMAGE - PP AUTO          | 417      | 482    | 0         | 215    | 238      |
| - COMMERCIAL AUTO                  | 41       | 51     | 0         | 20     | 17       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 215      | 250    | 0         | 0      | 7        |
| OTHER                              | 124      | 125    | 0         | 22     | 12       |
| TOTAL                              | 10,863   | 11,828 | 119       | 6,339  | 7,058    |

NAIC NO: 18937 COMPANY: GREAT GLOBAL ASSURANCE COMPANY, THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20303 COMPANY: GREAT NORTHERN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| HOMEOWNERS                         | 1        | 0      | 0         | 0      | 0        |
| COMMERCIAL                         | 174      | 123    | 0         | 39     | -9       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 3      | 3        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 10       | 19     | 41        | 75     | -54      |
| OTHER LIABILITY                    | 0        | 0      | 0         | 18     | -1       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 17       | 26     | 0         | 14     | -22      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 5        | 9      | 0         | -1     | -1       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 169      | 76     | 0         | 0      | 17       |
| TOTAL                              | 380      | 256    | 41        | 150    | -65      |

NAIC NO: 11371 COMPANY: GREAT WEST CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               |          |        |           |        |          |
| ALLIED LINES                       |          |        |           |        |          |
| MULTIPLE PERIL - FARMOWNERS        |          |        |           |        |          |
| - HOMEOWNERS                       |          |        |           |        |          |
| - COMMERCIAL                       |          |        |           |        |          |
| OCEAN MARINE                       |          |        |           |        |          |
| INLAND MARINE                      |          |        |           |        |          |
| MEDICAL MALPRACTICE                |          |        |           |        |          |
| ACCIDENT AND SICKNESS              |          |        |           |        |          |
| WORKMEN'S COMPENSATION             |          |        |           |        |          |
| OTHER LIABILITY                    |          |        |           |        |          |
| AUTO LIABILITY - PRIVATE PASSENGER |          |        |           |        |          |
| - COMMERCIAL                       |          |        |           |        |          |
| PHYSICAL DAMAGE - PP AUTO          |          |        |           |        |          |
| COMMERCIAL AUTO                    |          |        |           |        |          |
| CREDIT                             |          |        |           |        |          |
| FIDELITY AND SURETY                |          |        |           |        |          |
| OTHER                              |          |        |           |        |          |
| TOTAL                              |          |        |           |        |          |

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by Order  
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NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22187 COMPANY: GREATER NEW YORK MUTUAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | -2       | 0      | 0         | 0      | 2        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 16       | 17     | 0         | 60     | -85      |
| OTHER LIABILITY                    | -1       | -1     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 6        | 9      | 0         | 2      | -6       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 1        | 2      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 20       | 26     | 0         | 63     | -69      |

NAIC NO: 11398 COMPANY: GUARANTEE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 325    | 274      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | -4     | -23      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -3       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 120    | 247      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11401 COMPANY: GUARANTY NATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 6        | 27     | 0         | 0      | -3       |
| ALLIED LINES                       | 1        | 9      | 0         | 5      | 4        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 2        | 15     | 0         | 0      | 1        |
| MEDICAL MALPRACTICE                | 5        | 43     | 0         | 4      | 750      |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 52       | 195    | 0         | 19     | -6       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 868      | 456    | 0         | 510    | 635      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 228      | 97     | 0         | 86     | 89       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,165    | 845    | 0         | 624    | 1,471    |

NAIC NO: 28630 COMPANY: GUILDERLAND MUTUAL REINSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22217 COMPANY: GULF INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 8        | 8      | 0         | 4      | 4        |
| ALLIED LINES                       | 0        | 5      | 0         | 0      | -42      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 9      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 59       | 57     | 0         | 0      | 2        |
| OTHER LIABILITY                    | 262      | 246    | 0         | 197    | 427      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2        | 1      | 0         | 1      | 4        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | -2       | -2     | 0         | 4      | 4        |
| CREDIT                             | 8        | 14     | 0         | 0      | -9       |
| FIDELITY AND SURETY                | 1        | 0      | 0         | 0      | 2        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 342      | 333    | 0         | 208    | 393      |

NAIC NO: 11444 COMPANY: HAMILTON INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 18       | 18     | 0         | 0      | 10       |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,595    | 1,722  | 0         | 895    | 488      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 621      | 735    | 0         | 287    | 269      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,235    | 2,476  | 0         | 1,182  | 767      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22292 COMPANY: HANOVER INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 250      | 229    | 0         | 25     | 23       |
| ALLIED LINES                       | 116      | 96     | 0         | 41     | 26       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 784      | 784    | 0         | 324    | 336      |
| - COMMERCIAL                       | 411      | 451    | 0         | 490    | -5       |
| OCEAN MARINE                       | 1        | 1      | 0         | 1      | 1        |
| INLAND MARINE                      | 195      | 213    | 0         | 61     | 34       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,010    | 1,081  | 0         | 602    | 673      |
| OTHER LIABILITY                    | 707      | 556    | 0         | 11     | 41       |
| AUTO LIABILITY - PRIVATE PASSENGER | 881      | 893    | 0         | 578    | 331      |
| - COMMERCIAL                       | 1,616    | 1,669  | 0         | 3,145  | 1,186    |
| PHYSICAL DAMAGE - PP AUTO          | 500      | 501    | 0         | 217    | 197      |
| - COMMERCIAL AUTO                  | 591      | 671    | 0         | 263    | 230      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 293      | 470    | 0         | 0      | -1       |
| OTHER                              | 74       | 73     | 0         | 14     | 15       |
| TOTAL                              | 7,504    | 7,702  | 0         | 5,778  | 3,092    |

NAIC NO: 22322 COMPANY: HARBOR INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | -2       | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 29     | 209      |
| OTHER LIABILITY                    | 947      | 885    | 0         | 1,286  | -1,654   |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 105      | 81     | 0         | 313    | 76       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,050    | 965    | 0         | 1,628  | -1,368   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26433 COMPANY: HARCO NATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 13       | 20     | 0         | 0      | -1       |
| ALLIED LINES                       | 4        | 5      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 9      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 7        | 20     | 0         | 53     | -15      |
| OTHER LIABILITY                    | 12       | 10     | 0         | 0      | 2        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 36       | 53     | 0         | 9      | 30       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 120      | 204    | 0         | 146    | 130      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 1      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 204      | 334    | 0         | 209    | 145      |

NAIC NO: 14141 COMPANY: HARFORD MUTUAL INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 188      | 196    | 0         | 6      | -15      |
| ALLIED LINES                       | 63       | 64     | 0         | 17     | 21       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 848      | 930    | 0         | 861    | 803      |
| - COMMERCIAL                       | 1,946    | 2,137  | 0         | 439    | 327      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 77       | 68     | 0         | 5      | 6        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,165    | 1,147  | 60        | 461    | 563      |
| OTHER LIABILITY                    | 556      | 587    | 0         | 1,511  | 1,094    |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 427      | 453    | 0         | 223    | 235      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 152      | 161    | 0         | 52     | 36       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 9        | 9      | 0         | 0      | 0        |
| OTHER                              | 1        | 2      | 0         | 1      | 1        |
| TOTAL                              | 5,439    | 5,760  | 60        | 3,581  | 3,074    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14168 COMPANY: HARLEYSVILLE MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 587      | 565    | 0         | 156    | 223      |
| ALLIED LINES                       | 253      | 230    | 0         | 87     | 94       |
| MULTIPLE PERIL - FARMOWNERS        | 20       | 16     | 0         | 27     | 27       |
| - HOMEOWNERS                       | 2,331    | 2,285  | 0         | 1,584  | 1,510    |
| - COMMERCIAL                       | 7,156    | 6,839  | 0         | 1,010  | 1,060    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 657      | 617    | 0         | 225    | 247      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 6,539    | 6,045  | 167       | 2,121  | -249     |
| OTHER LIABILITY                    | 2,278    | 2,266  | 0         | 375    | 973      |
| AUTO LIABILITY - PRIVATE PASSENGER | 7,737    | 7,565  | 0         | 5,245  | 7,053    |
| - COMMERCIAL                       | 6,083    | 6,033  | 0         | 3,432  | 2,495    |
| PHYSICAL DAMAGE - PP AUTO          | 6,103    | 5,817  | 0         | 2,870  | 2,907    |
| - COMMERCIAL AUTO                  | 2,609    | 2,646  | 0         | 947    | 832      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 36       | 34     | 0         | 1      | 7        |
| OTHER                              | 115      | 129    | 0         | 0      | 14       |
| TOTAL                              | 42,511   | 41,094 | 169       | 18,096 | 17,999   |

NAIC NO: 22357 COMPANY: HARTFORD ACCIDENT AND INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1,144    | 1,156  | 0         | 182    | 130      |
| ALLIED LINES                       | 177      | 179    | 0         | 216    | 190      |
| MULTIPLE PERIL - FARMOWNERS        | 3        | 3      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 2,500    | 2,509  | 0         | 1,333  | 1,141    |
| - COMMERCIAL                       | 10,782   | 12,975 | 0         | 2,145  | 4,336    |
| OCEAN MARINE                       | 15       | 16     | 0         | 6      | 21       |
| INLAND MARINE                      | 202      | 196    | 0         | 40     | 59       |
| MEDICAL MALPRACTICE                | -249     | -249   | 0         | 0      | -122     |
| ACCIDENT AND SICKNESS              | 9,373    | 9,638  | 0         | 5,535  | 6,604    |
| WORKMEN'S COMPENSATION             | 15,512   | 14,641 | 0         | 5,893  | 8,381    |
| OTHER LIABILITY                    | 9,759    | 14,125 | 0         | 3,981  | 8,078    |
| AUTO LIABILITY - PRIVATE PASSENGER | 6,618    | 6,872  | 0         | 4,778  | 6,038    |
| - COMMERCIAL                       | 10,601   | 10,870 | 0         | 5,127  | 6,743    |
| PHYSICAL DAMAGE - PP AUTO          | 3,180    | 3,258  | 0         | 1,669  | 1,651    |
| - COMMERCIAL AUTO                  | 3,261    | 3,181  | 0         | 1,017  | 1,044    |
| CREDIT                             | 23       | 23     | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1,154    | 1,182  | 0         | 141    | 107      |
| OTHER                              | 285      | 371    | 0         | 21     | 9        |
| TOTAL                              | 74,349   | 81,042 | 0         | 32,093 | 44,417   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 29424 COMPANY: HARTFORD CASUALTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 149      | 145    | 0         | 173    | 101      |
| ALLIED LINES                       | 93       | 89     | 0         | 16     | 20       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,777    | 1,678  | 0         | 781    | 782      |
| - COMMERCIAL                       | 4,642    | 4,034  | 0         | 387    | 1,327    |
| OCEAN MARINE                       | 17       | 15     | 0         | 9      | 0        |
| INLAND MARINE                      | 601      | 536    | 0         | 46     | 48       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 301      | 464    | 45        | 458    | -511     |
| OTHER LIABILITY                    | 1,891    | 946    | 0         | 183    | 648      |
| AUTO LIABILITY - PRIVATE PASSENGER | 520      | 500    | 0         | 525    | 969      |
| - COMMERCIAL                       | 2,580    | 2,210  | 0         | 1,401  | 1,644    |
| PHYSICAL DAMAGE - PP AUTO          | 291      | 278    | 0         | 169    | 176      |
| - COMMERCIAL AUTO                  | 1,054    | 917    | 0         | 455    | 457      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 35       | 7      | 0         | 0      | 0        |
| OTHER                              | 51       | 25     | 0         | 0      | 0        |
| TOTAL                              | 14,009   | 11,791 | 45        | 4,600  | 5,667    |

NAIC NO: 19682 COMPANY: HARTFORD FIRE INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2,808    | 1,946  | 0         | 771    | 802      |
| ALLIED LINES                       | 538      | 529    | 0         | 39     | 83       |
| MULTIPLE PERIL - FARMOWNERS        | 165      | 143    | 0         | 15     | 119      |
| - HOMEOWNERS                       | 3,445    | 3,512  | 0         | 1,848  | 1,765    |
| - COMMERCIAL                       | 7,845    | 7,936  | 0         | 2,079  | 3,126    |
| OCEAN MARINE                       | 144      | 146    | 0         | 20     | 5        |
| INLAND MARINE                      | 4,249    | 4,406  | 0         | 1,719  | 1,026    |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 15       |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 5,242    | 4,623  | 92        | 2,054  | 2,573    |
| OTHER LIABILITY                    | 5,838    | 3,230  | 0         | 49     | 1,348    |
| AUTO LIABILITY - PRIVATE PASSENGER | 968      | 950    | 0         | 628    | 736      |
| - COMMERCIAL                       | 230      | 146    | 0         | 15     | 37       |
| PHYSICAL DAMAGE - PP AUTO          | 507      | 498    | 0         | 288    | 291      |
| - COMMERCIAL AUTO                  | 68       | 58     | 0         | 4      | 14       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1,186    | 623    | 0         | -469   | -569     |
| OTHER                              | 287      | 281    | 0         | 31     | 38       |
| TOTAL                              | 32,727   | 29,033 | 92        | 9,097  | 12,216   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 37478 COMPANY: HARTFORD INSURANCE COMPANY OF THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 27       | 22     | 0         | 1      | 1        |
| ALLIED LINES                       | 10       | 8      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 2,104    | 1,952  | 0         | 96     | 100      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 5        | 4      | 0         | 0      | 0        |
| INLAND MARINE                      | 75       | 70     | 0         | 13     | 30       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,910    | 1,851  | 24        | 552    | 834      |
| OTHER LIABILITY                    | 2        | 1      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 6,325    | 6,219  | 0         | 3,472  | 4,185    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 2,422    | 2,430  | 0         | 1,765  | 1,770    |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 27       | 26     | 0         | 0      | 0        |
| TOTAL                              | 12,912   | 12,588 | 24        | 5,902  | 6,923    |

NAIC NO: 11452 COMPANY: HARTFORD STEAM BOILER INSPECTION AND

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 26       | 27     | 0         | 3      | 1        |
| ALLIED LINES                       | 23       | 25     | 0         | 14     | 12       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 511      | 701    | 0         | 7      | -2       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 742      | 940    | 0         | 109    | 36       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 10       | 24     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 4,032    | 4,157  | 0         | 2,460  | -356     |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 5,346    | 5,877  | 0         | 2,595  | -309     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 30104 COMPANY: HARTFORD UNDERWRITERS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 3        | 1      | 0         | 41     | 41       |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 1      | 1        |
| - COMMERCIAL                       | 1,348    | 1,347  | 0         | 203    | 597      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 10       | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 202      | 91     | 0         | 53     | 91       |
| OTHER LIABILITY                    | 23       | 19     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 391      | 376    | 0         | 377    | 430      |
| - COMMERCIAL                       | 72       | 4      | 0         | 0      | 3        |
| PHYSICAL DAMAGE - PP AUTO          | 221      | 211    | 0         | 103    | 113      |
| - COMMERCIAL AUTO                  | 30       | 5      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 1      | 0         | 0      | 0        |
| TOTAL                              | 2,308    | 2,060  | 0         | 781    | 1,279    |

NAIC NO: 21741 COMPANY: HAWKEYE-SECURITY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 5        | 5      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 3        | 3      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 8        | 8      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 39527 COMPANY: HERITAGE INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 30       | 0      | 0         | 4      | 6        |
| TOTAL                              | 30       | 0      | 0         | 4      | 6        |

NAIC NO: 14184 COMPANY: HERITAGE MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22489 COMPANY: HIGHLANDS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 303      | 289    | 0         | 183    | 457      |
| OTHER LIABILITY                    | 21       | 21     | 0         | 5      | -7       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 32       | 29     | 0         | 26     | 25       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 41       | 37     | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 261      | 121    | 0         | 1,968  | 1,981    |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 660      | 500    | 0         | 2,183  | 2,456    |

NAIC NO: 22519 COMPANY: HOME INDEMNITY COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 3        | 4      | 0         | 0      | 0        |
| ALLIED LINES                       | 1        | 1      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 667      | 739    | 0         | 571    | 594      |
| - COMMERCIAL                       | 2,868    | 2,668  | 0         | 277    | 473      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 101      | 109    | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 5,827    | 4,811  | 0         | 3,067  | 1,342    |
| OTHER LIABILITY                    | 6,288    | 6,304  | 0         | 847    | 1,080    |
| AUTO LIABILITY - PRIVATE PASSENGER | 265      | 400    | 0         | 487    | 285      |
| - COMMERCIAL                       | 4,292    | 4,154  | 0         | 2,186  | 1,105    |
| PHYSICAL DAMAGE - PP AUTO          | 184      | 258    | 0         | 155    | 156      |
| - COMMERCIAL AUTO                  | 1,180    | 1,089  | 0         | 279    | 264      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 5        | 5      | 0         | 0      | 0        |
| OTHER                              | 12       | 11     | 0         | 0      | 0        |
| TOTAL                              | 21,701   | 20,565 | 0         | 7,873  | 5,304    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 28177 COMPANY: HOME INSURANCE COMPANY OF INDIANA THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | -2       | 5      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 6        | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 131      | 300    | 0         | 64     | 64       |
| OTHER LIABILITY                    | 28       | 36     | 0         | 0      | 30       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 163      | 343    | 0         | 64     | 94       |

NAIC NO: 22527 COMPANY: HOME INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 533      | 598    | 0         | 143    | 113      |
| ALLIED LINES                       | 327      | 348    | 0         | 173    | 146      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 229      | 355    | 0         | 131    | 97       |
| - COMMERCIAL                       | 1,741    | 1,832  | 0         | 1,253  | -477     |
| OCEAN MARINE                       | 134      | 153    | 0         | 81     | 64       |
| INLAND MARINE                      | 4,339    | 4,087  | 0         | 2,457  | 1,147    |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 414      | 470    | 0         | 473    | 631      |
| WORKMEN'S COMPENSATION             | 1,343    | 1,510  | -157      | 2,833  | -93      |
| OTHER LIABILITY                    | 6,211    | 5,539  | 0         | 358    | 2,313    |
| AUTO LIABILITY - PRIVATE PASSENGER | 436      | 500    | 0         | 537    | 380      |
| - COMMERCIAL                       | 316      | 237    | 0         | 9      | -19      |
| PHYSICAL DAMAGE - PP AUTO          | 338      | 391    | 0         | 119    | 115      |
| - COMMERCIAL AUTO                  | 2        | 0      | 0         | 7      | 7        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1        | 1      | 0         | 3      | 4        |
| OTHER                              | 579      | 618    | 0         | 300    | -40      |
| TOTAL                              | 16,954   | 16,651 | -157      | 8,085  | 4,393    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14214 COMPANY: HOME MUTUAL INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 22578 COMPANY: HORACE MANN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 63       | 76     | 0         | 35     | 12       |
| ALLIED LINES                       | 12       | 13     | 0         | 0      | 3        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,386    | 1,396  | 0         | 904    | 1,118    |
| - COMMERCIAL                       | 8        | 7      | 0         | 0      | 14       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 43       | 43     | 0         | 10     | -2       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 131      | 136    | 0         | 24     | 132      |
| AUTO LIABILITY - PRIVATE PASSENGER | 3,760    | 3,675  | 0         | 2,801  | 3,339    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 2,654    | 2,567  | 0         | 1,332  | 1,336    |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 8,060    | 7,918  | 0         | 5,107  | 5,955    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 38849 COMPANY: HOUSTON GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 19       | 6      | 0         | 0      | 2        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 9        | 4      | 0         | 0      | 1        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 1        | 1      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 31       | 13     | 0         | 0      | 4        |

NAIC NO: 35696 COMPANY: HURON INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 344      | 257    | 0         | 140    | 144      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 13       | 10     | 0         | 3      | 4        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,245    | 1,140  | 127       | 494    | 962      |
| OTHER LIABILITY                    | 5        | 4      | 0         | 0      | 2        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 687      | 517    | 0         | 104    | 225      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 399      | 298    | 0         | 79     | 103      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,695    | 2,229  | 127       | 823    | 1,442    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11487 COMPANY: IMPERIAL CASUALTY AND INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 66       | 100    | 0         | 379    | -56      |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | -2       | 4      | 0         | 7      | 37       |
| OCEAN MARINE                       | 3        | 10     | 0         | 15     | 21       |
| INLAND MARINE                      | 3        | 6      | 0         | 0      | 2        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 245      | 249    | 0         | 105    | 155      |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 842      | 2,056  | 0         | 923    | 850      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 80       | 98     | 0         | 10     | 22       |
| TOTAL                              | 1,240    | 2,526  | 0         | 1,441  | 1,031    |

NAIC NO: 25348 COMPANY: INDEMNITY INSURANCE COMPANY OF NORTH

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 570      | 570    | 0         | 83     | 133      |
| ALLIED LINES                       | 521      | 521    | 0         | 315    | 662      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1        | 1      | 0         | 0      | 0        |
| - COMMERCIAL                       | 50       | 28     | 0         | 0      | -5       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 8        | 8      | 0         | 0      | 9        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 20       | 6      | 7         | 239    | 217      |
| OTHER LIABILITY                    | 11       | 7      | 0         | 0      | 2        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 7        | 7      | 0         | 84     | -66      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 2        | 3      | 0         | 6      | -10      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | -13      |
| OTHER                              | 143      | 143    | 0         | 21     | 21       |
| TOTAL                              | 1,347    | 1,299  | 7         | 750    | 942      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22608 COMPANY: INDEPENDENT FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 496      | 475    | 0         | 243    | 217      |
| ALLIED LINES                       | 97       | 92     | 0         | 39     | 34       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 299      | 286    | 0         | 139    | 151      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 80       | 69     | 0         | 37     | 110      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 19       | 15     | 0         | 1      | 8        |
| AUTO LIABILITY - PRIVATE PASSENGER | 200      | 232    | 0         | 99     | 195      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 213      | 175    | 0         | 76     | 80       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 5        | 5      | 0         | 0      | 0        |
| TOTAL                              | 1,501    | 1,354  | 0         | 637    | 790      |

NAIC NO: 14265 COMPANY: INDIANA LUMBERMENS MUTUAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2        | 4      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 75       | 91     | 0         | 8      | 8        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 608      | 520    | 0         | 0      | 171      |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 687      | 610    | 0         | 8      | 180      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21040 COMPANY: INDUSTRIAL INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 6        | 22     | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 18       | 24     | 0         | 0      | -56      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 323      | 325    | 17        | 43     | 59       |
| OTHER LIABILITY                    | 875      | 858    | 0         | 241    | 447      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 26       | 22     | 0         | 1      | 8        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 6      | 0         | 0      | -6       |
| CREDIT                             | 128      | 180    | 0         | 0      | -43      |
| FIDELITY AND SURETY                | 0        | 0      | 0         | -49    | -70      |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,388    | 1,440  | 17        | 237    | 339      |

NAIC NO: 14281 COMPANY: INLAND MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
 BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 38806 COMPANY: INSURA PROPERTY AND CASUALTY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 93       | 69     | 0         | 85     | 62       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 3        | 2      | 0         | 0      | -1       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 482      | 428    | 0         | 252    | 308      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 303      | 282    | 0         | 185    | 181      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 886      | 786    | 0         | 502    | 551      |

NAIC NO: 38970 COMPANY: INSURANCE COMPANY OF EVANSTON

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 5        | 8      | 0         | 0      | 3        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 5        | 8      | 0         | 0      | 3        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26700 COMPANY: INSURANCE COMPANY OF ILLINOIS

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 22713 COMPANY: INSURANCE COMPANY OF NORTH AMERICA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 978      | 1,433  | 0         | 185    | 176      |
| ALLIED LINES                       | 836      | 1,131  | 0         | 16     | -313     |
| MULTIPLE PERIL - FARMOWNERS        | 559      | 563    | 0         | 153    | 220      |
| - HOMEOWNERS                       | 1,880    | 1,801  | 0         | 876    | 725      |
| - COMMERCIAL                       | 14,071   | 14,665 | 0         | 2,973  | 5,107    |
| OCEAN MARINE                       | 2,037    | 2,157  | 0         | 512    | 496      |
| INLAND MARINE                      | 3,033    | 3,190  | 0         | 3,992  | 24       |
| MEDICAL MALPRACTICE                | 22       | 13     | 0         | 192    | 179      |
| ACCIDENT AND SICKNESS              | 3,967    | 3,963  | 0         | 1,272  | 4,141    |
| WORKMEN'S COMPENSATION             | 16,408   | 16,538 | 0         | 10,400 | 10,974   |
| OTHER LIABILITY                    | 11,682   | 11,815 | 0         | 5,772  | 1,283    |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,882    | 2,820  | 0         | 1,733  | 2,268    |
| - COMMERCIAL                       | 6,472    | 6,162  | 0         | 2,884  | 3,917    |
| PHYSICAL DAMAGE - PP AUTO          | 1,775    | 1,788  | 0         | 807    | 936      |
| - COMMERCIAL AUTO                  | 1,888    | 1,944  | 0         | 661    | 716      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1,838    | 2,308  | 0         | 761    | 575      |
| OTHER                              | 807      | 715    | 0         | 138    | 130      |
| TOTAL                              | 71,147   | 73,013 | 0         | 33,335 | 31,562   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19429 COMPANY: INSURANCE COMPANY OF THE STATE OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 4        | -1     | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 2        | 1      | 0         | 0      | 0        |
| - COMMERCIAL                       | -99      | -132   | 0         | 7      | -149     |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 34       | 25     | 0         | 11     | -8       |
| MEDICAL MALPRACTICE                | 80       | 81     | 0         | 0      | -4       |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,285    | 1,124  | 0         | 231    | 145      |
| OTHER LIABILITY                    | -33      | 212    | 0         | 4      | -178     |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | -39      |
| - COMMERCIAL                       | 1,900    | 1,867  | 0         | 801    | 684      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | -47    | -49      |
| - COMMERCIAL AUTO                  | 95       | 92     | 0         | 16     | 5        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 26       | 5      | 0         | -30    | -28      |
| TOTAL                              | 3,296    | 3,275  | 0         | 996    | 376      |

NAIC NO: 28800 COMPANY: INSURANCE CORPORATION OF AMERICA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 1,345    | 1,188  | 0         | 0      | 293      |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,345    | 1,188  | 0         | 0      | 293      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 37257 COMPANY: INSURANCE CORPORATION OF HAMMOVER

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 37       | 37     | 0         | 0      | 1        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 37       | 37     | 0         | 0      | 1        |

NAIC NO: 22780 COMPANY: INTEGOM GENERAL INSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 25     | 24       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 3,106    | 1,958  | 0         | 459    | 1,158    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 788      | 494    | 0         | 256    | 274      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,900    | 2,458  | 0         | 740    | 1,457    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22772 COMPANY: INTEGOM INDEMNITY CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 17     | -20      |
| OTHER LIABILITY                    | 78       | 45     | 0         | 76     | 76       |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,370    | 1,599  | 0         | 393    | 1,015    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 719      | 493    | 0         | 263    | 317      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 13       | 32     | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,185    | 2,175  | 0         | 750    | 1,389    |

NAIC NO: 30945 COMPANY: INTEGOM MORTGAGE GUARANTY CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 624      | 503    | 0         | 30     | 16       |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 624      | 503    | 0         | 30     | 16       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24139 COMPANY: INTERNATIONAL BUSINESS AND MERCANTILE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 525      | 525    | 0         | 1,152  | 1,454    |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 53       | 17     | 0         | 7      | 12       |
| OTHER LIABILITY                    | 1        | 1      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 579      | 543    | 0         | 1,159  | 1,467    |

NAIC NO: 11592 COMPANY: INTERNATIONAL FIDELITY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1,062    | 995    | 0         | 176    | 46       |
| OTHER                              | 109      | 108    | 0         | 0      | 0        |
| TOTAL                              | 1,171    | 1,104  | 0         | 176    | 46       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 35777 COMPANY: INTERNATIONAL INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 21083 COMPANY: INTERNATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 317      | 318    | 0         | 11     | -22      |
| ALLIED LINES                       | 49       | 47     | 0         | 0      | -1       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 2,817    | 2,640  | 0         | 934    | 1,092    |
| - COMMERCIAL                       | 159      | 183    | 23        | 21     | -70      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1,334    | 1,410  | 0         | 147    | 430      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 30       | 46     | 0         | 0      | 9        |
| WORKMEN'S COMPENSATION             | 1,582    | 1,580  | 262       | 1,265  | 1,106    |
| OTHER LIABILITY                    | 3,625    | 4,337  | 0         | 23     | 2,456    |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,247    | 1,067  | 0         | 436    | -1,074   |
| - COMMERCIAL                       | 24       | 30     | 0         | 0      | -62      |
| PHYSICAL DAMAGE - PP AUTO          | 824      | 732    | 0         | 389    | 400      |
| - COMMERCIAL AUTO                  | 5        | 9      | 0         | 0      | 1        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 12,020   | 12,405 | 285       | 3,230  | 4,264    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 16063 COMPANY: INTERNATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 22802 COMPANY: INTERNATIONAL SERVICE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 3      | -35      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 3      | -35      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22637 COMPANY: INTERSTATE INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 1      | 0         | 0      | -19      |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | -10      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 1      | 0         | 0      | -39      |

NAIC NO: 29114 COMPANY: INVESTORS EQUITY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 2        | 2      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2        | 2      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 40266 COMPANY: INVESTORS MORTGAGE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 458      | 541    | 0         | 167    | 98       |

NAIC NO: 35769 COMPANY: ITT LYNDON PROPERTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 327      | 536    | 0         | 2      | -2       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 10       | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 338      | 537    | 0         | 2      | -1       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10952 COMPANY: JC PENNEY CASUALTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 252      | 252    | 0         | 36     | 109      |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 252      | 252    | 0         | 36     | 109      |

NAIC NO: 11630 COMPANY: JEFFERSON INSURANCE COMPANY OF NEW YORK

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 12       | 12     | 0         | 0      | 0        |
| ALLIED LINES                       | 3        | 3      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 43       | 47     | 0         | 0      | 0        |
| OCEAN MARINE                       | 52       | 57     | 0         | 67     | -152     |
| INLAND MARINE                      | 4        | 5      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 1        | 4      | 0         | 0      | 1        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 3        | 4      | 0         | 506    | 562      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 121      | 135    | 0         | 574    | 412      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22861 COMPANY: JEFFERSON-PILOT FIRE &amp; CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 367      | 335    | 0         | 496    | 492      |
| ALLIED LINES                       | 129      | 113    | 0         | 94     | 116      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 209      | 200    | 0         | 80     | 114      |
| - COMMERCIAL                       | 314      | 273    | 0         | 23     | 49       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 51       | 48     | 0         | 14     | 14       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2        | 179    | 0         | 441    | 338      |
| OTHER LIABILITY                    | 105      | 83     | 0         | 6      | 53       |
| AUTO LIABILITY - PRIVATE PASSENGER | 566      | 510    | 0         | 467    | 655      |
| - COMMERCIAL                       | 2,109    | 1,984  | 0         | 1,919  | 909      |
| PHYSICAL DAMAGE - PP AUTO          | 483      | 433    | 0         | 236    | 219      |
| - COMMERCIAL AUTO                  | 901      | 820    | 0         | 347    | 335      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 5        | 4      | 0         | 0      | 0        |
| OTHER                              | 122      | 122    | 0         | 46     | 50       |
| TOTAL                              | 5,382    | 5,146  | 0         | 3,274  | 3,351    |

NAIC NO: 11240 COMPANY: JEFFERSON-PILOT PROPERTY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 9        | 8      | 0         | 2      | 2        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 47       | 47     | 0         | 30     | 142      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 48       | 45     | 0         | 9      | 8        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 106      | 103    | 0         | 43     | 153      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14354 COMPANY: JEWELERS MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 88       | 99     | 0         | 2      | 4        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 362      | 345    | 0         | 99     | 133      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 451      | 445    | 0         | 101    | 138      |

NAIC NO: 21180 COMPANY: JOHN DEERE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 51       | 47     | 0         | 0      | 0        |
| ALLIED LINES                       | 20       | 19     | 0         | 10     | 21       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 4        | 4      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1        | 1      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1,168    | 1,200  | 0         | 519    | 579      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 911      | 900    | 0         | 898    | 837      |
| WORKMEN'S COMPENSATION             | 232      | 232    | 0         | 72     | 156      |
| OTHER LIABILITY                    | 391      | 347    | 0         | 25     | 130      |
| AUTO LIABILITY - PRIVATE PASSENGER | 39       | 38     | 0         | 2      | 4        |
| - COMMERCIAL                       | 236      | 220    | 0         | 27     | 32       |
| PHYSICAL DAMAGE - PP AUTO          | 18       | 18     | 0         | 6      | 11       |
| - COMMERCIAL AUTO                  | 151      | 138    | 0         | 52     | 54       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 5        | 3      | 0         | 0      | 0        |
| OTHER                              | 8        | 7      | 0         | 0      | 1        |
| TOTAL                              | 3,241    | 3,181  | 0         | 1,615  | 1,830    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 43044 COMPANY: JOHN HANCOCK INDemnITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 119      | 114    | 0         | 52     | 51       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 5        | 5      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 1        |
| AUTO LIABILITY - PRIVATE PASSENGER | 113      | 157    | 0         | 247    | 176      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 76       | 98     | 0         | 61     | 55       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 315      | 376    | 0         | 361    | 285      |

NAIC NO: 16187 COMPANY: JOHN HANCOCK PROPERTY AND CASUALTY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 97       | 27     | 0         | 1      | 4        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 68       | 13     | 0         | 0      | 14       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 44       | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 214      | 50     | 0         | 2      | 18       |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20885 COMPANY: KANSAS CITY FIRE AND MARINE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 2        | 2      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 16       | 15     | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 1      | 0         | 2      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 2        | 2      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 3,169    | 3,157  | 206       | 1,282  | 1,615    |
| OTHER LIABILITY                    | 1        | 2      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 67       | 78     | 0         | 22     | 20       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 48       | 59     | 0         | 9      | 7        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,308    | 3,320  | 206       | 1,318  | 1,643    |

NAIC NO: 11657 COMPANY: KENTUCKY CENTRAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 124      | 110    | 0         | 33     | 33       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 27     | 57       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 1      | 11       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 1      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 125      | 112    | 0         | 63     | 102      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26077 COMPANY: LANCER INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 2        | 1      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,047    | 885    | 0         | 89     | 334      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 110      | 103    | 0         | 32     | 59       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,160    | 989    | 0         | 122    | 393      |

NAIC NO: 11738 COMPANY: LEADER NATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24422 COMPANY: LEGION INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 398      | 267    | 0         | 0      | 213      |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2        | 2      | 0         | 0      | 1        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 30     | 34       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 3        | 3      | 0         | 0      | 2        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 1        | 1      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 407      | 282    | 0         | 30     | 253      |

NAIC NO: 42404 COMPANY: LIBERTY INSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 7,421    | 7,402  | 1,057     | 4,274  | 4,854    |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,202    | 1,220  | 0         | 862    | 1,562    |
| - COMMERCIAL                       | 1        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 702      | 702    | 0         | 472    | 536      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | -1       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 9,387    | 9,336  | 1,057     | 5,609  | 6,951    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1980

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23035 COMPANY: LIBERTY MUTUAL FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 430      | 446    | 0         | 300    | 468      |
| ALLIED LINES                       | 203      | 217    | 0         | 149    | 69       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 4,698    | 4,474  | 0         | 3,238  | 3,224    |
| - COMMERCIAL                       | 3,554    | 3,730  | 0         | 1,736  | -554     |
| OCEAN MARINE                       | 57       | 54     | 0         | 21     | 21       |
| INLAND MARINE                      | 1,406    | 1,316  | 0         | 317    | 264      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 37,594   | 43,881 | 4,895     | 28,380 | 43,895   |
| OTHER LIABILITY                    | -3       | -21    | 0         | 0      | -5       |
| AUTO LIABILITY - PRIVATE PASSENGER | 15,135   | 14,234 | 0         | 10,331 | 12,760   |
| - COMMERCIAL                       | 50       | 30     | 0         | 0      | -15      |
| PHYSICAL DAMAGE - PP AUTO          | 8,563    | 8,519  | 0         | 5,546  | 5,660    |
| - COMMERCIAL AUTO                  | 3        | 3      | 0         | 3      | 3        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 50       | 50     | 0         | 0      | 0        |
| TOTAL                              | 71,743   | 76,938 | 4,895     | 50,025 | 65,792   |

NAIC NO: 23043 COMPANY: LIBERTY MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 24       | 30     | 0         | 12     | 23       |
| ALLIED LINES                       | 6        | 8      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2,914    | 2,416  | 0         | 432    | 410      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 533      | 530    | 0         | 125    | 181      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 164      | 156    | 0         | 396    | 852      |
| WORKMEN'S COMPENSATION             | 14,993   | 14,137 | 0         | 9,061  | 15,827   |
| OTHER LIABILITY                    | 20,181   | 24,846 | 0         | 4,806  | 11,458   |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,518    | 1,515  | 0         | 1,100  | 1,129    |
| - COMMERCIAL                       | 34,590   | 33,759 | 0         | 27,432 | 39,716   |
| PHYSICAL DAMAGE - PP AUTO          | 348      | 378    | 0         | 275    | 263      |
| - COMMERCIAL AUTO                  | 5,201    | 5,466  | 0         | 2,879  | 2,755    |
| CREDIT                             | 27       | 27     | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 117      | 167    | 0         | 30     | -112     |
| OTHER                              | 27       | 105    | 0         | 21     | 39       |
| TOTAL                              | 80,649   | 83,554 | 0         | 46,573 | 72,546   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11762 COMPANY: LIBERTY NATIONAL FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 35       | 19     | 0         | 0      | 12       |
| ALLIED LINES                       | 8        | 4      | 0         | 33     | 14       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 11       | 11     | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 55       | 35     | 0         | 33     | 67       |

NAIC NO: 33855 COMPANY: LINCOLN GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 38830 COMPANY: LINCOLN NATIONAL HEALTH &amp; CASUALTY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 219      | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 219      | 0      | 0         | 0      | 0        |

NAIC NO: 14400 COMPANY: LITITZ MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 104      | 101    | 0         | 48     | 55       |
| ALLIED LINES                       | 29       | 28     | 0         | 7      | 7        |
| MULTIPLE PERIL - FARMOWNERS        | 249      | 254    | 0         | 366    | 376      |
| - HOMEOWNERS                       | 561      | 568    | 0         | 323    | 373      |
| - COMMERCIAL                       | 125      | 122    | 0         | 29     | 32       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 38       | 38     | 0         | 19     | 6        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 73       | 79     | 0         | 4      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,182    | 1,194  | 0         | 799    | 851      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20311 COMPANY: LONDON ASSURANCE THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 9      | 0         | 0      | 0        |
| TOTAL                              | 1        | 8      | 0         | 0      | 0        |

NAIC NO: 34649 COMPANY: LONDON GUARANTEE &amp; ACCIDENT COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14435 COMPANY: LUMBER MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | -24      | -18    | 0         | 0      | 0        |
| ALLIED LINES                       | -4       | -2     | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 320      | 250    | 0         | 271    | 274      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 63       | 62     | 0         | 94     | 79       |
| OTHER LIABILITY                    | 5        | 4      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 32       | 23     | 0         | 83     | 102      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 13       | 10     | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 405      | 332    | 0         | 449    | 456      |

NAIC NO: 23108 COMPANY: LUMBERMEN'S UNDERWRITING ALLIANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1,681    | 1,388  | 43        | 640    | 98       |
| ALLIED LINES                       | 193      | 179    | 5         | 2      | 6        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 77       | 80     | 2         | 61     | 61       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 957      | 957    | 0         | 587    | 799      |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 1      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,910    | 2,605  | 51        | 1,293  | 966      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22977 COMPANY: LUMBERMENS MUTUAL CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 177      | 164    | 0         | 31     | 18       |
| ALLIED LINES                       | 61       | 56     | 0         | 25     | 24       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 2,464    | 1,697  | 0         | 749    | 841      |
| - COMMERCIAL                       | 1,349    | 1,495  | 0         | 395    | 522      |
| OCEAN MARINE                       | 39       | 39     | 0         | 7      | 8        |
| INLAND MARINE                      | 770      | 727    | 0         | 136    | 260      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 17       | 235    | 0         | 325    | 125      |
| WORKMEN'S COMPENSATION             | 872      | 944    | 18        | 1,151  | 525      |
| OTHER LIABILITY                    | 1,079    | 1,257  | 11        | 465    | 1,553    |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,865    | 2,409  | 0         | 1,015  | 1,460    |
| - COMMERCIAL                       | 888      | 974    | -5        | 297    | 450      |
| PHYSICAL DAMAGE - PP AUTO          | 1,601    | 1,298  | 0         | 648    | 902      |
| - COMMERCIAL AUTO                  | 288      | 307    | 0         | 155    | 152      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 69       | 73     | 0         | 2,459  | 1,520    |
| OTHER                              | 275      | 277    | 0         | 47     | 108      |
| TOTAL                              | 12,832   | 11,961 | 25        | 7,822  | 8,469    |

NAIC NO: 36897 COMPANY: MANUFACTURERS ALLIANCE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 7,314    | 10,486 | 1,140     | 6,456  | 7,565    |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 7,314    | 10,486 | 1,140     | 6,456  | 7,565    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 29998 COMPANY: MARINE INDEMNITY INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 72       | 81     | 0         | 0      | -8       |
| OCEAN MARINE                       | 99       | 101    | 0         | 13     | 2        |
| INLAND MARINE                      | 151      | 335    | 0         | 101    | 119      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 323      | 518    | 0         | 114    | 114      |

NAIC NO: 19356 COMPANY: MARYLAND CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1,176    | 1,128  | 0         | 494    | 379      |
| ALLIED LINES                       | 389      | 388    | 0         | 383    | 383      |
| MULTIPLE PERIL - FARMOWNERS        | 14       | 14     | 0         | 0      | 0        |
| - HOMEOWNERS                       | 434      | 442    | 0         | 153    | 153      |
| - COMMERCIAL                       | 2,574    | 2,841  | 0         | 1,273  | 2,035    |
| OCEAN MARINE                       | 73       | 64     | 0         | 13     | 0        |
| INLAND MARINE                      | 700      | 796    | 0         | 618    | 381      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 3,528    | 3,738  | 0         | 3,079  | 4,257    |
| OTHER LIABILITY                    | 4,061    | 2,491  | 0         | 757    | 1,192    |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,383    | 2,438  | 0         | 1,975  | 2,660    |
| - COMMERCIAL                       | 1,833    | 2,527  | 0         | 1,479  | 1,874    |
| PHYSICAL DAMAGE - PP AUTO          | 1,583    | 1,604  | 0         | 738    | 750      |
| - COMMERCIAL AUTO                  | 705      | 891    | 0         | 424    | 410      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1        | 1      | 0         | -1     | -11      |
| OTHER                              | 506      | 412    | 0         | 19     | 19       |
| TOTAL                              | 19,985   | 19,798 | 0         | 11,322 | 14,488   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22366 COMPANY: MASSACHUSETTS BAY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 12       | 11     | 0         | 1      | 1        |
| ALLIED LINES                       | 5        | 4      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,035    | 1,046  | 0         | 567    | 560      |
| - COMMERCIAL                       | 5,777    | 5,341  | 0         | 1,002  | 1,501    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 71       | 67     | 0         | 16     | 7        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 376      | 355    | 163       | 276    | 307      |
| OTHER LIABILITY                    | 37       | 42     | 0         | 2      | 12       |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,356    | 1,350  | 0         | 1,122  | 727      |
| - COMMERCIAL                       | 707      | 644    | 0         | 203    | 568      |
| PHYSICAL DAMAGE - PP AUTO          | 912      | 902    | 0         | 405    | 420      |
| - COMMERCIAL AUTO                  | 271      | 239    | 0         | 78     | 24       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 9        | 19     | 0         | 0      | -5       |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 10,574   | 10,026 | 163       | 3,677  | 4,127    |

NAIC NO: 23639 COMPANY: MCA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 1        | 1      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 872      | 872    | 0         | 129    | 321      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 281      | 188    | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,156    | 1,064  | 0         | 129    | 321      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20451 COMPANY: MEAD REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | -141     |
| OTHER LIABILITY                    | 0        | 0      | 0         | 142    | 248      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -537     |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | -21      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 142    | -451     |

NAIC NO: 11843 COMPANY: MEDICAL PROTECTIVE COMPANY, THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 2,161    | 2,019  | 0         | 195    | 1,001    |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,161    | 2,019  | 0         | 195    | 1,001    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14486 COMPANY: MERCHANTS AND BUSINESS MEN'S MUTUAL

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 73       | 81     | 0         | 19     | -59      |
| ALLIED LINES                       | 18       | 20     | 0         | 2      | 7        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 48       | 51     | 0         | 22     | 26       |
| - COMMERCIAL                       | 581      | 558    | 0         | 121    | 172      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 6        | 5      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 148      | 118    | 0         | 1      | 7        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 876      | 837    | 0         | 166    | 154      |

NAIC NO: 23337 COMPANY: MERCHANTS INSURANCE COMPANY OF NEW

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23329 COMPANY: MERCHANTS MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2        | 4      | 0         | 0      | -3       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | -34      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2        | 4      | 0         | 0      | -38      |

NAIC NO: 19798 COMPANY: MERRIMACK MUTUAL FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 201      | 169    | 0         | 12     | 12       |
| ALLIED LINES                       | 87       | 73     | 0         | 22     | 25       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 514      | 493    | 0         | 267    | 280      |
| - COMMERCIAL                       | 80       | 138    | 0         | 22     | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 9        | 8      | 0         | 1      | 1        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 48       | 39     | 0         | 0      | 25       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 941      | 922    | 0         | 325    | 345      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 40169 COMPANY: METROPOLITAN CASUALTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 618      | 614    | 0         | 494    | -171     |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 403      | 399    | 0         | 234    | 230      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,022    | 1,014  | 0         | 728    | 59       |

NAIC NO: 39950 COMPANY: METROPOLITAN GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 10       | 13     | 0         | 36     | -21      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 6        | 7      | 0         | 0      | -1       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 16       | 21     | 0         | 36     | -23      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26298 COMPANY: METROPOLITAN PROPERTY AND LIABILITY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 28       | 24     | 0         | 9      | 9        |
| ALLIED LINES                       | 9        | 9      | 0         | 1      | 2        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,288    | 1,261  | 0         | 754    | 785      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 76       | 70     | 0         | 31     | 59       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 42       | 40     | 0         | 0      | 12       |
| AUTO LIABILITY - PRIVATE PASSENGER | 3,260    | 3,231  | 0         | 2,445  | 3,375    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,885    | 1,877  | 0         | 1,092  | 1,089    |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 6,984    | 6,515  | 0         | 4,335  | 5,253    |

NAIC NO: 38660 COMPANY: MIC GENERAL INSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 38601 COMPANY: MIC PROPERTY AND CASUALTY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 126      | 112    | 0         | 2      | 17       |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 295      | 273    | 0         | 4      | 25       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 9      | 9        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 197      | 202    | 0         | 1      | 25       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 66       | 50     | 0         | 2      | 36       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 11       | 0      | 0         | 0      | 2        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 73       | 52     | 0         | 0      | -1       |
| OTHER                              | 104      | 105    | 0         | 26     | -29      |
| TOTAL                              | 863      | 812    | 0         | 47     | 85       |

NAIC NO: 14508 COMPANY: MICHIGAN MILLERS MUTUAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | -5       | -4     | 0         | -2     | -2       |
| ALLIED LINES                       | -1       | -1     | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 6        | -5     | 0         | -2     | -2       |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23396 COMPANY: MICHIGAN MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 48       | 38     | 0         | 0      | 23       |
| ALLIED LINES                       | 11       | 8      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 20       | 10     | 0         | 2      | 5        |
| - COMMERCIAL                       | 243      | 248    | 0         | 25     | 130      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 9        | 8      | 0         | 0      | 1        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 400      | 363    | 0         | 81     | 278      |
| OTHER LIABILITY                    | 110      | 146    | 0         | 12     | 84       |
| AUTO LIABILITY - PRIVATE PASSENGER | 1        | 1      | 0         | 0      | 0        |
| - COMMERCIAL                       | 179      | 101    | 0         | 61     | 102      |
| PHYSICAL DAMAGE - PP AUTO          | 1        | 1      | 0         | 6      | 4        |
| - COMMERCIAL AUTO                  | 84       | 77     | 0         | 52     | 46       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 1      | 0         | 0      | 0        |
| TOTAL                              | 1,123    | 1,066  | 0         | 242    | 746      |

NAIC NO: 21687 COMPANY: MID-CENTURY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$1000: OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11932 COMPANY: MID-CONTINENT INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | -2       | 8      | 0         | 0      | -2       |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | -1       |
| INLAND MARINE                      | 0        | 5      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 5        | 30     | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2        | 45     | 0         | 0      | -3       |

NAIC NO: 23434 COMPANY: MIDDLESEX INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 33       | 36     | 0         | 4      | 3        |
| ALLIED LINES                       | 11       | 12     | 0         | 1      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 80       | 90     | 0         | 54     | -61      |
| - COMMERCIAL                       | 486      | 616    | 0         | 56     | 1,401    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 17       | 21     | 0         | 6      | 5        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 227      | 293    | 10        | 154    | -238     |
| OTHER LIABILITY                    | 86       | 89     | 0         | 0      | 97       |
| AUTO LIABILITY - PRIVATE PASSENGER | 45       | 53     | 0         | 65     | -68      |
| - COMMERCIAL                       | 154      | 224    | 0         | 207    | -465     |
| PHYSICAL DAMAGE - PP AUTO          | 23       | 28     | 0         | 8      | 8        |
| - COMMERCIAL AUTO                  | 53       | 77     | 0         | 41     | 31       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 1      | 0         | 0      | 0        |
| TOTAL                              | 1,223    | 1,544  | 11        | 600    | 713      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14559 COMPANY: MIDWEST MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1        | 2      | 0         | 0      | 16       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1        | 2      | 0         | 0      | 15       |

NAIC NO: 23515 COMPANY: MIDWESTERN INDEMNITY COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14575 COMPANY: MILLERS MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 335      | 318    | 0         | 50     | 50       |
| ALLIED LINES                       | 97       | 89     | 0         | 0      | 1        |
| MULTIPLE PERIL - FARMOWNERS        | 3        | 2      | 0         | 1      | 2        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 502      | 472    | 0         | 57     | 77       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 61       | 54     | 0         | 4      | 6        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 48       | 44     | 0         | 0      | 4        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,049    | 980    | 0         | 115    | 144      |

NAIC NO: 23566 COMPANY: MILLERS NATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 2        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 5      | 5        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 5      | 8        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14583 COMPANY: MILLERS' MUTUAL INSURANCE ASSOCIATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 8        | 9      | 0         | 0      | 0        |
| ALLIED LINES                       | 4        | 5      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 13       | 15     | 0         | 0      | 0        |

NAIC NO: 35424 COMPANY: MINNEHOMA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 923      | 419    | 0         | 157    | 167      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 540      | 446    | 0         | 301    | 304      |
| TOTAL                              | 1,463    | 865    | 0         | 458    | 471      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23582 COMPANY: MINNESOTA MUTUAL FIRE &amp; CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 10     | 0        |
| - HOMEOWNERS                       | 111      | 61     | 0         | 0      | 32       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 12       | 12     | 0         | 107    | 107      |
| TOTAL                              | 125      | 74     | 0         | 118    | 139      |

NAIC NO: 25607 COMPANY: MISSION AMERICAN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 5        | 6      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2        | 2      | 0         | 12     | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 8        | 8      | 0         | 12     | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14613 COMPANY: MONTGOMERY MUTUAL INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 313      | 307    | 0         | 70     | 86       |
| ALLIED LINES                       | 95       | 94     | 0         | 27     | 66       |
| MULTIPLE PERIL - FARMOWNERS        | 558      | 543    | 0         | 165    | 254      |
| - HOMEOWNERS                       | 1,411    | 1,389  | 0         | 827    | 938      |
| - COMMERCIAL                       | 1,189    | 1,213  | 0         | 176    | -315     |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 104      | 75     | 0         | 76     | 77       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 838      | 887    | 87        | 296    | 192      |
| OTHER LIABILITY                    | 570      | 601    | 0         | 6      | -207     |
| AUTO LIABILITY - PRIVATE PASSENGER | 262      | 215    | 0         | 323    | -130     |
| - COMMERCIAL                       | 421      | 432    | 0         | 100    | 361      |
| PHYSICAL DAMAGE - PP AUTO          | 190      | 156    | 0         | 68     | 71       |
| - COMMERCIAL AUTO                  | 173      | 184    | 0         | 83     | 83       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 6,129    | 6,102  | 87        | 2,222  | 1,479    |

NAIC NO: 32077 COMPANY: MONTGOMERY WARD INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 543      | 516    | 0         | 486    | 680      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 317      | 302    | 0         | 234    | 246      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 864      | 822    | 0         | 641    | 926      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 31232 COMPANY: MONUMENTAL GENERAL CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 6        | 6      | 0         | 1      | 1        |
| TOTAL                              | 6        | 6      | 0         | 1      | 1        |

NAIC NO: 32190 COMPANY: MONY REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 29858 COMPANY: MORTGAGE GUARANTY INSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 5,218    | 4,610  | 0         | 333    | 391      |

NAIC NO: 11983 COMPANY: MOTOR CLUB OF IOWA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 75       | 71     | 0         | 22     | 25       |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 75       | 71     | 0         | 22     | 25       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22812 COMPANY: MOTORS INSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 12       | 7      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 622      | 1,010  | 0         | 402    | 403      |
| - COMMERCIAL AUTO                  | 2,367    | 2,346  | 0         | 798    | 996      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,002    | 3,363  | 0         | 1,200  | 1,400    |

NAIC NO: 21318 COMPANY: MT AIRY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 204      | 209    | 0         | 32     | 48       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 3      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 260      | 286    | 0         | 78     | 195      |
| OTHER LIABILITY                    | 99       | 97     | 0         | 0      | 44       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 299      | 310    | 0         | 94     | 201      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 117      | 93     | 0         | 15     | 43       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 982      | 1,000  | 0         | 221    | 534      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 32484 COMPANY: MUNICH AMERICAN REINSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 12041 COMPANY: MUNICIPAL BOND INVESTORS ASSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 61       | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 61       | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 31119 COMPANY: MUTUAL PROTECTIVE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 347      | 257    | 0         | 92     | 88       |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 347      | 257    | 0         | 92     | 88       |

NAIC NO: 23647 COMPANY: MUTUAL SERVICE CASUALTY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20583 COMPANY: NAC REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 25       | 26     | 0         | 0      | 12       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 25       | 26     | 0         | 0      | 12       |

NAIC NO: 29580 COMPANY: NATIONAL ASSURANCE UNDERWRITERS, INC.

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 33       | 13     | 0         | 0      | 0        |
| TOTAL                              | 33       | 13     | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11991 COMPANY: NATIONAL CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1        | 1      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 4        | 3      | 0         | 1      | 1        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 253      | 254    | 0         | 107    | 162      |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 1,109    | 1,134  | 0         | 376    | 548      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 625      | 539    | 0         | 413    | 401      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,995    | 1,934  | 0         | 899    | 1,113    |

NAIC NO: 15865 COMPANY: NATIONAL CHIROPRACTIC MUTUAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 268      | 257    | 0         | 19     | 146      |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 268      | 257    | 0         | 19     | 146      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 10243 COMPANY: NATIONAL CONTINENTAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 15       | 9      | 0         | 1      | 5        |
| OTHER LIABILITY                    | 25       | 13     | 0         | 0      | 1        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 567      | 407    | 0         | 0      | 126      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 38       | 27     | 0         | 4      | 11       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 646      | 458    | 0         | 5      | 144      |

NAIC NO: 16217 COMPANY: NATIONAL FARMERS UNION PROPERTY AND

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 28     | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 28     | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23752 COMPANY: NATIONAL FARMERS UNION STANDARD

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 1,469  | 389      |
| OTHER                              | -2       | -2     | 0         | 1,469  | 389      |
| TOTAL                              | -2       | -2     | 0         | 1,469  | 389      |

NAIC NO: 20478 COMPANY: NATIONAL FIRE INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 84       | 169    | 0         | 462    | 197      |
| ALLIED LINES                       | 59       | 196    | 0         | 34     | -11      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 70       | 73     | 0         | 28     | 31       |
| - COMMERCIAL                       | 287      | 190    | 0         | 34     | 106      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 74       | 107    | 0         | 22     | 30       |
| MEDICAL MALPRACTICE                | 328      | 296    | 0         | 165    | 109      |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 258      | 242    | 0         | 291    | 482      |
| OTHER LIABILITY                    | 42       | 75     | 0         | 18     | -48      |
| AUTO LIABILITY - PRIVATE PASSENGER | 188      | 207    | 0         | 283    | 278      |
| - COMMERCIAL                       | 13       | 32     | 0         | 7      | -5       |
| PHYSICAL DAMAGE - PP AUTO          | 140      | 161    | 0         | 91     | 92       |
| - COMMERCIAL AUTO                  | 6        | 15     | 0         | 1      | -3       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 383      | 310    | 0         | 40     | 309      |
| OTHER                              | 2        | 3      | 0         | 0      | 1        |
| TOTAL                              | 1,942    | 1,994  | 0         | 1,481  | 1,570    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23728 COMPANY: NATIONAL GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 10       | 12     | 0         | 1      | 1        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 565      | 558    | 0         | 206    | -48      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 367      | 359    | 0         | 219    | 218      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 943      | 930    | 0         | 428    | 171      |

NAIC NO: 14788 COMPANY: NATIONAL GRANGE MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 35       | 38     | 0         | 2      | 15       |
| ALLIED LINES                       | 13       | 15     | 0         | 2      | 1        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 453      | 440    | 0         | 177    | 234      |
| - COMMERCIAL                       | 706      | 584    | 0         | 78     | -95      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 24       | 23     | 0         | 1      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 397      | 349    | 0         | 171    | 118      |
| OTHER LIABILITY                    | 125      | 128    | 0         | 20     | 203      |
| AUTO LIABILITY - PRIVATE PASSENGER | 915      | 875    | 0         | 876    | 766      |
| - COMMERCIAL                       | 142      | 113    | 0         | 42     | 114      |
| PHYSICAL DAMAGE - PP AUTO          | 569      | 537    | 0         | 281    | 274      |
| - COMMERCIAL AUTO                  | 50       | 43     | 0         | 17     | 14       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 29       | 21     | 0         | 0      | 4        |
| OTHER                              | 0        | 0      | 0         | 0      | -6       |
| TOTAL                              | 3,466    | 3,172  | 0         | 1,672  | 1,647    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20087 COMPANY: NATIONAL INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 89       | 185    | 0         | 9      | -6       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | -1       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,149    | 1,579  | 0         | 591    | 1,461    |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 518      | 612    | 0         | 168    | 138      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 6        | 6      | 0         | 0      | 1        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,769    | 2,308  | 0         | 761    | 1,593    |

NAIC NO: 23736 COMPANY: NATIONAL INSURANCE UNDERWRITERS

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 10     | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 216      | 232    | 0         | 58     | 111      |
| TOTAL                              | 216      | 232    | 0         | 68     | 111      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

MAIC NO: 20052 COMPANY: NATIONAL LIABILITY AND FIRE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 31       | 31     | 0         | 3      | 19       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 31       | 31     | 0         | 3      | 19       |

MAIC NO: 34835 COMPANY: NATIONAL REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21881 COMPANY: NATIONAL SURETY CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 415      | 419    | 0         | 60     | 17       |
| ALLIED LINES                       | 379      | 375    | 0         | 227    | 197      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 30       | 30     | 0         | 3      | 9        |
| - COMMERCIAL                       | 814      | 724    | 0         | 174    | 346      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 10       | 13     | 0         | 0      | 6        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 4,168    | 3,394  | 90        | 894    | 3,985    |
| OTHER LIABILITY                    | 182      | 221    | 0         | 985    | -381     |
| AUTO LIABILITY - PRIVATE PASSENGER | 37       | 40     | 0         | 99     | -29      |
| - COMMERCIAL                       | 15       | 25     | 0         | 45     | -208     |
| PHYSICAL DAMAGE - PP AUTO          | 39       | 42     | 0         | 8      | 8        |
| - COMMERCIAL AUTO                  | 27       | 34     | 0         | 24     | 19       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 310      | 274    | 0         | 0      | -9       |
| OTHER                              | 104      | 97     | 0         | 15     | 22       |
| TOTAL                              | 6,538    | 5,693  | 90        | 2,457  | 3,984    |

NAIC NO: 19445 COMPANY: NATIONAL UNION FIRE INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 487      | 325    | 0         | 40     | 176      |
| ALLIED LINES                       | 99       | 72     | 0         | 0      | 1        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 147      | 147    | 0         | 13     | -3       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 6,704    | 6,916  | 0         | 1,412  | 1,749    |
| MEDICAL MALPRACTICE                | 268      | 171    | 0         | 245    | 295      |
| ACCIDENT AND SICKNESS              | 3        | 3      | 0         | 2      | -18      |
| WORKMEN'S COMPENSATION             | 19,228   | 16,081 | 0         | 11,037 | 14,313   |
| OTHER LIABILITY                    | 25,964   | 27,306 | 0         | 2,956  | 2,332    |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 9,389    | 9,152  | 0         | 2,279  | 4,543    |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 621      | 832    | 0         | 261    | 200      |
| CREDIT                             | 0        | 64     | 0         | 109    | 109      |
| FIDELITY AND SURETY                | 2,966    | 3,674  | 0         | -1     | 206      |
| OTHER                              | 1,936    | 1,395  | 0         | 63     | 442      |
| TOTAL                              | 67,817   | 66,144 | 0         | 18,419 | 24,348   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23760 COMPANY: NATIONWIDE GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 28       | 23     | 0         | 4      | 10       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,328    | 1,348  | 0         | 1,330  | 1,283    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,039    | 1,032  | 0         | 598    | 615      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,406    | 2,415  | 0         | 1,933  | 1,910    |

NAIC NO: 23779 COMPANY: NATIONWIDE MUTUAL FIRE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2,406    | 2,454  | 0         | 1,182  | 1,176    |
| ALLIED LINES                       | 1,316    | 1,262  | 0         | 128    | 101      |
| MULTIPLE PERIL - FARMOWNERS        | 250      | 253    | 0         | 53     | 111      |
| - HOMEOWNERS                       | 24,729   | 23,294 | 0         | 13,186 | 14,420   |
| - COMMERCIAL                       | 4,954    | 5,377  | 0         | 2,155  | 2,591    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 2,918    | 3,011  | 0         | 1,242  | 1,120    |
| MEDICAL MALPRACTICE                | 1        | 1      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2,129    | 2,304  | 67        | 1,559  | 761      |
| OTHER LIABILITY                    | 114      | 10     | 0         | 0      | 5        |
| AUTO LIABILITY - PRIVATE PASSENGER | 7,921    | 7,846  | 0         | 6,153  | 7,063    |
| - COMMERCIAL                       | 516      | 649    | 0         | 232    | 652      |
| PHYSICAL DAMAGE - PP AUTO          | 4,631    | 4,605  | 0         | 2,456  | 2,517    |
| - COMMERCIAL AUTO                  | 75       | 83     | 0         | 38     | 39       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1        | 0      | 0         | 0      | 0        |
| OTHER                              | 39       | 32     | 0         | 0      | 2        |
| TOTAL                              | 52,001   | 51,186 | 67        | 28,389 | 31,366   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23787 COMPANY: NATIONWIDE MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |         | DIVIDENDS | LOSSES  |          |
|------------------------------------|----------|---------|-----------|---------|----------|
|                                    | WRITTEN  | EARNED  |           | PAID    | INCURRED |
| FIRE                               | 249      | 226     | 0         | 133     | 138      |
| ALLIED LINES                       | 54       | 43      | 0         | 4       | 7        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0       | 0         | 0       | 0        |
| - HOMEOWNERS                       | 0        | 0       | 0         | 0       | 0        |
| - COMMERCIAL                       | 9,592    | 9,865   | 0         | 2,721   | 2,087    |
| OCEAN MARINE                       | 0        | 0       | 0         | 0       | 0        |
| INLAND MARINE                      | 6        | 10      | 0         | 0       | 0        |
| MEDICAL MALPRACTICE                | 21       | 24      | 0         | 0       | 2        |
| ACCIDENT AND SICKNESS              | 55       | 3,316   | 0         | 13      | -2,847   |
| WORKMEN'S COMPENSATION             | 7,547    | 7,694   | 932       | 5,261   | 6,234    |
| OTHER LIABILITY                    | 7,977    | 7,283   | -1        | 2,140   | 1,211    |
| AUTO LIABILITY - PRIVATE PASSENGER | 86,846   | 85,265  | 0         | 58,662  | 74,380   |
| - COMMERCIAL                       | 15,184   | 15,613  | 2         | 12,690  | 18,574   |
| PHYSICAL DAMAGE - PP AUTO          | 52,002   | 51,435  | 0         | 29,141  | 29,785   |
| - COMMERCIAL AUTO                  | 6,021    | 6,483   | 0         | 2,007   | 1,677    |
| CREDIT                             | 0        | 0       | 0         | 0       | 0        |
| FIDELITY AND SURETY                | 145      | 145     | 0         | 63      | 16       |
| OTHER                              | 662      | 667     | 0         | 8       | 0        |
| TOTAL                              | 186,347  | 188,076 | 934       | 112,857 | 131,268  |

NAIC NO: 42307 COMPANY: NAVIGATORS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 1        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24171 COMPANY: NETHERLANDS INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 3        | 2      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 954      | 885    | 0         | 411    | 719      |
| OTHER LIABILITY                    | 133      | 123    | 0         | 1      | 44       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 53       | 49     | 0         | 135    | -155     |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,146    | 1,061  | 0         | 548    | 608      |

NAIC NO: 21830 COMPANY: NEW ENGLAND INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 31       | 20     | 0         | 0      | 0        |
| ALLIED LINES                       | 31       | 20     | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 176      | 198    | 0         | 313    | -540     |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 242      | 240    | 0         | 313    | -538     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23833 COMPANY: NEW HAMPSHIRE INDEMNITY COMPANY INC

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 20       | 133    | 0         | 37     | 2        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | -1       | 7      | 52        | 158    | -55      |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 348    | 90       |
| - COMMERCIAL                       | 0        | 0      | 0         | 4      | -35      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 38     | 26       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 2      | -11      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 20       | 142    | 52        | 590    | 10       |

NAIC NO: 23841 COMPANY: NEW HAMPSHIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 285      | 380    | 0         | 133    | 147      |
| ALLIED LINES                       | 116      | 126    | 0         | 30     | 15       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 239      | 417    | 0         | 239    | 311      |
| - COMMERCIAL                       | 1,278    | 1,386  | 0         | 187    | 336      |
| OCEAN MARINE                       | 741      | 796    | 0         | 773    | 487      |
| INLAND MARINE                      | 419      | 515    | 0         | 230    | 277      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 4        | 6      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,821    | 1,924  | 0         | 1,198  | 886      |
| OTHER LIABILITY                    | 2,892    | 3,348  | 0         | 133    | 1,085    |
| AUTO LIABILITY - PRIVATE PASSENGER | 405      | 647    | 0         | 583    | 432      |
| - COMMERCIAL                       | 3,702    | 3,639  | 0         | 1,417  | 2,873    |
| PHYSICAL DAMAGE - PP AUTO          | 162      | 325    | 0         | 183    | 159      |
| - COMMERCIAL AUTO                  | 1,067    | 1,185  | 0         | 460    | 311      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 6        | 17     | 0         | -1     | -1       |
| OTHER                              | 5        | 4      | 0         | 1      | 2        |
| TOTAL                              | 13,149   | 14,721 | 0         | 5,572  | 7,326    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1966

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 12130 COMPANY: NEW SOUTH INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 882      | 847    | 0         | 137    | 348      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 236      | 180    | 0         | 105    | 112      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,120    | 829    | 0         | 243    | 461      |

NAIC NO: 16608 COMPANY: NEW YORK MARINE AND GENERAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 434      | 469    | 0         | 0      | -16      |
| INLAND MARINE                      | 279      | 259    | 0         | 0      | 138      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 40       | 28     | 0         | 0      | 11       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 120      | 120    | 0         | 0      | 37       |
| TOTAL                              | 874      | 878    | 0         | 0      | 179      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24643 COMPANY: NEWARK INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 171      | 170    | 0         | 31     | 65       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 2      | 0         | 0      | -5       |
| OTHER LIABILITY                    | 4        | 4      | 0         | 0      | 4        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 5        | 7      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 2        | 3      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 0      | 0         | 0      | 0        |
| TOTAL                              | 187      | 190    | 0         | 32     | 64       |

NAIC NO: 35106 COMPANY: NIAGARA FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1        | 1      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 27       | 26     | 11        | 23     | 24       |
| - COMMERCIAL                       | 751      | 585    | 0         | 15     | 128      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 4        | 4      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,383    | 1,207  | 167       | 770    | -257     |
| OTHER LIABILITY                    | 3        | 4      | 0         | 1      | 3        |
| AUTO LIABILITY - PRIVATE PASSENGER | 81       | 73     | 43        | 19     | 73       |
| - COMMERCIAL                       | 0        | 0      | 2         | 30     | 3        |
| PHYSICAL DAMAGE - PP AUTO          | 71       | 67     | 0         | 0      | 26       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,325    | 1,970  | 225       | 863    | -4       |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1980

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 32301 COMPANY: NICHIDO FIRE AND MARINE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 26107 COMPANY: MORDIA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 11       | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 11       | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1966

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23965 COMPANY: NORFOLK AND DEDHAM MUTUAL FIRE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 75       | 77     | 0         | 45     | 34       |
| ALLIED LINES                       | 33       | 33     | 0         | 8      | 7        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 332      | 313    | 0         | 126    | 114      |
| - COMMERCIAL                       | 62       | 55     | 0         | 0      | 3        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 3        | 3      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 9        | 8      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 517      | 491    | 0         | 180    | 159      |

NAIC NO: 43702 COMPANY: NORTH AMERICAN LUMBER INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 30       | 30     | 0         | 0      | 0        |
| ALLIED LINES                       | 5        | 5      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 25       | 26     | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 62       | 63     | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25364 COMPANY: NORTH AMERICAN REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 29874 COMPANY: NORTH AMERICAN SPECIALTY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 14       | 10     | 0         | 3      | 6        |
| OTHER LIABILITY                    | 8        | 1      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 3        | 9      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 25       | 21     | 0         | 3      | 7        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21105 COMPANY: NORTH RIVER INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 58       | 32     | 0         | 0      | 7        |
| ALLIED LINES                       | 3        | 3      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 79       | 79     | 0         | 26     | 24       |
| - COMMERCIAL                       | 866      | 1,016  | 0         | 317    | 281      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 38       | 56     | 0         | 5      | 5        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,404    | 1,436  | 139       | 1,221  | 1,171    |
| OTHER LIABILITY                    | 3,206    | 3,662  | 0         | 1,325  | 4,280    |
| AUTO LIABILITY - PRIVATE PASSENGER | 4,097    | 3,958  | 0         | 2,096  | 2,830    |
| - COMMERCIAL                       | 172      | 142    | 0         | 6      | 83       |
| PHYSICAL DAMAGE - PP AUTO          | 2,832    | 2,760  | 0         | 1,634  | 1,647    |
| - COMMERCIAL AUTO                  | 37       | 21     | 0         | 4      | 36       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 127      | 117    | 0         | 0      | 14       |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 12,915   | 13,299 | 139       | 6,638  | 10,384   |

NAIC NO: 22047 COMPANY: NORTH STAR REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | -18      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | -18      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 36455 COMPANY: NORTHBROOK INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 133      | 169    | 48        | 248    | 151      |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 133      | 169    | 48        | 248    | 151      |

NAIC NO: 36463 COMPANY: NORTHBROOK NATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 483      | 582    | 0         | 49     | 171      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,792    | 1,802  | 172       | 486    | 681      |
| OTHER LIABILITY                    | 460      | 441    | 0         | 34     | 204      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 50       | 72     | 0         | 743    | 209      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 22       | 42     | 0         | 8      | 11       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,810    | 2,943  | 172       | 1,322  | 1,278    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19224 COMPANY: NORTHBROOK PROPERTY AND CASUALTY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 14       | 11     | 0         | 7      | 6        |
| ALLIED LINES                       | 12       | 9      | 0         | 5      | 3        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 592      | 399    | 0         | 6      | 77       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 60       | 33     | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 861      | 709    | 0         | 404    | 708      |
| OTHER LIABILITY                    | 185      | 206    | 0         | 160    | 83       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,058    | 1,106  | 0         | 635    | 855      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 154      | 160    | 0         | 91     | 86       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 3        | 2      | 0         | 0      | 0        |
| TOTAL                              | 2,942    | 2,719  | 0         | 1,311  | 1,822    |

NAIC NO: 38369 COMPANY: NORTHERN ASSURANCE COMPANY OF AMERICA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | -1       |
| - HOMEOWNERS                       | 5        | 6      | 0         | 5      | 40       |
| - COMMERCIAL                       | 381      | 385    | 10        | 198    | -93      |
| OCEAN MARINE                       | 28       | 25     | 0         | 7      | 6        |
| INLAND MARINE                      | 1        | 2      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 206      | 195    | 2         | 73     | 77       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 3      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 926      | 921    | 0         | 687    | 431      |
| - COMMERCIAL                       | 165      | 156    | 0         | 25     | -13      |
| PHYSICAL DAMAGE - PP AUTO          | 565      | 562    | 0         | 273    | 273      |
| - COMMERCIAL AUTO                  | 50       | 45     | 0         | 11     | 14       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,336    | 2,306  | 19        | 1,285  | 734      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19372 COMPANY: NORTHERN INSURANCE COMPANY OF NEW YORK

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 414      | 393    | 0         | 133    | 132      |
| ALLIED LINES                       | 180      | 172    | 0         | 92     | 99       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,145    | 1,172  | 0         | 568    | 558      |
| - COMMERCIAL                       | 6,700    | 6,738  | 0         | 857    | 2,819    |
| OCEAN MARINE                       | 1        | 1      | 0         | 1      | 1        |
| INLAND MARINE                      | 494      | 477    | 0         | 116    | 128      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 6,538    | 5,850  | 529       | 3,994  | 6,409    |
| OTHER LIABILITY                    | 1,486    | 1,830  | 0         | 129    | 547      |
| AUTO LIABILITY - PRIVATE PASSENGER | 111      | 128    | 0         | 114    | 289      |
| - COMMERCIAL                       | 3,335    | 2,766  | 0         | 1,063  | 2,498    |
| PHYSICAL DAMAGE - PP AUTO          | 64       | 69     | 0         | 36     | 34       |
| - COMMERCIAL AUTO                  | 1,020    | 1,012  | 0         | 553    | 563      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 7        | 6      | 0         | 0      | 0        |
| TOTAL                              | 21,503   | 19,822 | 529       | 7,660  | 14,083   |

NAIC NO: 24031 COMPANY: NORTHLAND CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 28       | 29     | 0         | 2      | -4       |
| AUTO LIABILITY - PRIVATE PASSENGER | 287      | 290    | 0         | 129    | 91       |
| - COMMERCIAL                       | 0        | 1      | 0         | 10     | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 434      | 452    | 0         | 200    | 169      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 750      | 774    | 0         | 343    | 256      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24015 COMPANY: NORTHLAND INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 10       | 5      | 0         | 7      | 15       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 2        | 1      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 31       | 32     | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 7        | 9      | 0         | 3      | 3        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 52       | 48     | 0         | 11     | 19       |

NAIC NO: 23906 COMPANY: NORTHWESTERN NATIONAL CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 10       | 10     | 0         | 1      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2        | 2      | 0         | 54     | 113      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 3        | 2      | 0         | 93     | 131      |
| OTHER LIABILITY                    | -34      | -34    | 0         | 0      | 4        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 3      | 0         | 9      | -1       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -16      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | -4       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 1      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | -16      | -12    | 0         | 159    | 227      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23914 COMPANY: NORTHWESTERN NATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 12       | -13    | 0         | 10     | 18       |
| WORKMEN'S COMPENSATION             | 160      | 160    | 0         | 1,323  | 601      |
| OTHER LIABILITY                    | 11       | 11     | 0         | 85     | -560     |
| AUTO LIABILITY - PRIVATE PASSENGER | 2        | 1      | 0         | 0      | 0        |
| - COMMERCIAL                       | -3       | -3     | 0         | 102    | -156     |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 1      | 1        |
| - COMMERCIAL AUTO                  | 1        | 1      | 0         | 0      | 0        |
| CREDIT                             | 0        | 25     | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 1      | 0         | 0      | 0        |
| OTHER                              | -1       | -1     | 0         | 0      | 0        |
| TOTAL                              | 184      | 184    | 0         | 1,523  | -96      |

NAIC NO: 23248 COMPANY: OCCIDENTAL FIRE &amp; CASUALTY COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -0       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 64     | -192     |
| OTHER LIABILITY                    | 0        | 5      | 0         | 0      | 10       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 202    | 153      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | -1       | -1     | 0         | 1      | 1        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 5      | 5        |
| OTHER                              | 0        | 0      | 0         | 80     | 85       |
| TOTAL                              | -1       | 3      | 0         | 354    | 55       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24074 COMPANY: OHIO CASUALTY INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 514      | 492    | 0         | 82     | 74       |
| ALLIED LINES                       | 188      | 177    | 0         | 50     | 59       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 518      | 488    | 0         | 480    | 348      |
| - COMMERCIAL                       | 307      | 350    | 0         | 71     | 75       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 327      | 288    | 0         | 169    | 185      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 23       | 22     | 0         | 3      | 7        |
| WORKMEN'S COMPENSATION             | 1,707    | 1,505  | 0         | 3      | 1,084    |
| OTHER LIABILITY                    | 1,475    | 1,433  | 0         | 832    | 184      |
| AUTO LIABILITY - PRIVATE PASSENGER | 947      | 931    | 0         | 666    | 555      |
| - COMMERCIAL                       | 1,228    | 1,288  | 0         | 543    | 606      |
| PHYSICAL DAMAGE - PP AUTO          | 571      | 554    | 0         | 216    | 205      |
| - COMMERCIAL AUTO                  | 428      | 428    | 0         | 159    | 170      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 489      | 402    | 0         | 1      | 6        |
| OTHER                              | 17       | 15     | 0         | 5      | 4        |
| TOTAL                              | 8,749    | 8,297  | 0         | 3,287  | 3,569    |

NAIC NO: 24104 COMPANY: OHIO FARMERS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 37       | 22     | 0         | 0      | 2        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 37       | 22     | 0         | 0      | 2        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26565 COMPANY: OHIO INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 25       | 25     | 0         | -2     | -2       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 25       | 25     | 0         | -2     | -2       |

NAIC NO: 24147 COMPANY: OLD REPUBLIC INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 596      | 517    | 0         | 0      | 68       |
| ALLIED LINES                       | 195      | 176    | 0         | 168    | 254      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,160    | 1,280  | 0         | 465    | 149      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | -7       |
| INLAND MARINE                      | 314      | 319    | 0         | 103    | 103      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 123      | 123    | 0         | 4      | 3        |
| WORKMEN'S COMPENSATION             | 16,170   | 16,603 | 4,626     | 12,001 | 10,017   |
| OTHER LIABILITY                    | 3,012    | 3,072  | 0         | 620    | 1,604    |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2,426    | 2,434  | 0         | 1,124  | 4,204    |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 290      | 320    | 0         | 24     | 148      |
| CREDIT                             | 446      | 67     | 0         | 48     | 54       |
| FIDELITY AND SURETY                | 91       | 80     | 0         | 0      | -2       |
| OTHER                              | 707      | 672    | 0         | 237    | 578      |
| TOTAL                              | 25,536   | 25,670 | 4,626     | 14,799 | 17,179   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 12254 COMPANY: OMAHA INDEMNITY COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 17540 COMPANY: OMAHA PROPERTY AND CASUALTY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 21       | 20     | 0         | 7      | 11       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 25       | 25     | 0         | 4      | 5        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 151      | 151    | 0         | 79     | 88       |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 94       | 91     | 0         | 87     | 109      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 57       | 57     | 0         | 38     | 37       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1,319    | 1,246  | 0         | 144    | 185      |
| TOTAL                              | 1,669    | 1,593  | 0         | 361    | 438      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 39098 COMPANY: OMNI INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 6,477    | 4,503  | 0         | 830    | 2,612    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,769    | 1,224  | 0         | 539    | 714      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 8,246    | 5,727  | 0         | 1,369  | 3,327    |

NAIC NO: 22748 COMPANY: PACIFIC EMPLOYERS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 780      | 784    | 0         | 275    | 226      |
| - COMMERCIAL                       | 9,037    | 8,978  | 808       | 1,733  | 3,201    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 90       | 74     | 7         | 62     | -7       |
| MEDICAL MALPRACTICE                | 221      | 208    | 0         | 150    | -207     |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 11,282   | 10,081 | 236       | 6,107  | 7,842    |
| OTHER LIABILITY                    | 738      | 802    | 0         | 954    | -144     |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 1        |
| - COMMERCIAL                       | 152      | 138    | 0         | 38     | 301      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 24       | 18     | 0         | 5      | 8        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | -2       |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 22,328   | 21,088 | 1,052     | 9,328  | 11,220   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20346 COMPANY: PACIFIC INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 35       | 36     | 0         | 4      | 2        |
| ALLIED LINES                       | 45       | 40     | 0         | 19     | 16       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 3        | 3      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 5      | 0         | 0      | -1       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 11       | 11     | 0         | 0      | -1       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 375      | 340    | 66        | 702    | 674      |
| OTHER LIABILITY                    | 18       | 57     | 0         | 0      | 25       |
| AUTO LIABILITY - PRIVATE PASSENGER | 25       | 12     | 0         | 0      | 15       |
| - COMMERCIAL                       | 11       | 10     | 0         | 0      | 1        |
| PHYSICAL DAMAGE - PP AUTO          | 24       | 12     | 0         | 4      | 9        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1        | 1      | 0         | 0      | 0        |
| OTHER                              | 179      | 253    | 0         | 35     | 69       |
| TOTAL                              | 733      | 795    | 66        | 848    | 812      |

NAIC NO: 23442 COMPANY: PATRIOT GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 26       | 37     | 5         | 94     | 41       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 26       | 37     | 5         | 94     | 39       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14931 COMPANY: PAWTUCKET MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 50       | 42     | 0         | 18     | 64       |
| ALLIED LINES                       | 13       | 12     | 0         | 18     | 21       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 360      | 280    | 0         | 204    | 288      |
| - COMMERCIAL                       | 31       | 30     | 0         | 24     | 23       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 13       | 12     | 0         | 2      | 2        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 1        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 471      | 378    | 0         | 268    | 320      |

NAIC NO: 18783 COMPANY: PAXTON NATIONAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 84       | 39     | 0         | 90     | 34       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 13       | 6      | 0         | -13    | -13      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 97       | 45     | 0         | 76     | 20       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24198 COMPANY: PEERLESS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 47       | 42     | 0         | 3      | 0        |
| ALLIED LINES                       | 25       | 20     | 0         | 11     | 12       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 25       | 221    | 0         | 207    | 150      |
| - COMMERCIAL                       | 2,518    | 2,200  | 0         | 741    | 843      |
| OCEAN MARINE                       | -2       | -2     | 0         | 0      | 13       |
| INLAND MARINE                      | 10       | 23     | 0         | 7      | -1       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 573      | 620    | 0         | 355    | 293      |
| WORKMEN'S COMPENSATION             | 669      | 614    | 48        | 355    | 430      |
| OTHER LIABILITY                    | 790      | 735    | 0         | 36     | 159      |
| AUTO LIABILITY - PRIVATE PASSENGER | 178      | 415    | 0         | 686    | 459      |
| - COMMERCIAL                       | 1,326    | 1,204  | 0         | 423    | 431      |
| PHYSICAL DAMAGE - PP AUTO          | 92       | 204    | 0         | 157    | 141      |
| - COMMERCIAL AUTO                  | 461      | 427    | 0         | 246    | 230      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 970      | 986    | 0         | 159    | 122      |
| OTHER                              | 3        | 4      | 0         | 0      | 0        |
| TOTAL                              | 7,692    | 7,720  | 48        | 3,393  | 3,296    |

NAIC NO: 14958 COMPANY: PENINSULA INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 47       | 40     | 0         | 3      | -3       |
| - COMMERCIAL                       | 117      | 137    | 0         | 15     | -20      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,239    | 1,287  | 0         | 848    | 688      |
| - COMMERCIAL                       | 2        | 8      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 276      | 288    | 0         | 177    | 144      |
| - COMMERCIAL AUTO                  | 1        | 5      | 0         | 3      | 3        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,688    | 1,771  | 0         | 1,048  | 803      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 40282 COMPANY: PENN CASUALTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 21962 COMPANY: PENNSYLVANIA GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 288      | 284    | 0         | 90     | 13       |
| - COMMERCIAL                       | 98       | 72     | 0         | 101    | 15       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 11       | 11     | 0         | 0      | 1        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 187      | 148    | 14        | 4      | 28       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 252      | 249    | 0         | 186    | 137      |
| - COMMERCIAL                       | 42       | 41     | 0         | 17     | 12       |
| PHYSICAL DAMAGE - PP AUTO          | 239      | 229    | 0         | 108    | 105      |
| - COMMERCIAL AUTO                  | 19       | 16     | 0         | 8      | 13       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,141    | 1,055  | 14        | 515    | 328      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14974 COMPANY: PENNSYLVANIA LUMBERMENS MUTUAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1,697    | 2,110  | 0         | 449    | 925      |
| ALLIED LINES                       | 302      | 319    | 0         | 19     | 37       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 5      | 0         | 3      | -4       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 150      | 146    | 0         | 7      | 18       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 225      | 244    | 0         | 220    | 207      |
| OTHER LIABILITY                    | 511      | 553    | 0         | 66     | 122      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 340      | 354    | 0         | 113    | 11       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 152      | 160    | 0         | 22     | 26       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1        | 3      | 0         | 0      | 0        |
| OTHER                              | 6        | 8      | 0         | 0      | 0        |
| TOTAL                              | 3,605    | 3,915  | 0         | 911    | 1,345    |

NAIC NO: 41424 COMPANY: PENNSYLVANIA MANUFACTURERS INDEMNITY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 14,505   | 10,606 | 977       | 3,759  | 6,178    |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 14,505   | 10,606 | 977       | 3,759  | 6,178    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 12262 COMPANY: PENNSYLVANIA MANUFACTURERS' ASSOCIATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 79       | 67     | 0         | 0      | 0        |
| ALLIED LINES                       | 41       | 35     | 0         | 0      | 3        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 7,006    | 7,485  | 2         | 2,009  | 811      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 49       | 56     | 0         | 10     | 10       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 14,001   | 12,153 | 1,488     | 5,898  | 7,219    |
| OTHER LIABILITY                    | 4,313    | 4,808  | 0         | 2,585  | 3,588    |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 6,436    | 6,884  | 0         | 4,414  | 6,201    |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 2,578    | 2,685  | 0         | 859    | 1,843    |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 3        | 3      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 34,512   | 34,182 | 1,498     | 15,771 | 18,877   |

NAIC NO: 14982 COMPANY: PENNSYLVANIA MILLERS MUTUAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 315      | 275    | 0         | 98     | 150      |
| ALLIED LINES                       | 111      | 100    | 0         | -15    | -12      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 315      | 303    | 0         | 105    | 67       |
| - COMMERCIAL                       | 163      | 264    | 0         | 44     | 17       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 28       | 27     | 0         | 1      | -3       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 106      | 109    | 0         | 155    | 26       |
| OTHER LIABILITY                    | 254      | 242    | 0         | 20     | 169      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 32       | 33     | 0         | 0      | 2        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 11       | 12     | 0         | 11     | 3        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 2        | 2      | 0         | 0      | 0        |
| OTHER                              | 2        | 1      | 0         | 0      | 0        |
| TOTAL                              | 1,346    | 1,373  | 0         | 422    | 423      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 14990 COMPANY: PENNSYLVANIA NATIONAL MUTUAL CASUALTY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 911      | 692    | 0         | 75     | 41       |
| ALLIED LINES                       | 20       | 33     | 0         | 65     | 62       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,095    | 1,070  | 0         | 738    | 696      |
| - COMMERCIAL                       | 695      | 1,563  | 0         | 580    | 569      |
| OCEAN MARINE                       | 7        | 5      | 0         | 1      | 1        |
| INLAND MARINE                      | 327      | 300    | 0         | 45     | 40       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2,384    | 2,574  | 216       | 1,099  | 1,657    |
| OTHER LIABILITY                    | 2,830    | 2,531  | 0         | 30     | -249     |
| AUTO LIABILITY - PRIVATE PASSENGER | 3,420    | 3,342  | 0         | 3,058  | 4,352    |
| - COMMERCIAL                       | 2,759    | 3,320  | 0         | 890    | 889      |
| PHYSICAL DAMAGE - PP AUTO          | 1,778    | 1,832  | 0         | 1,169  | 1,245    |
| - COMMERCIAL AUTO                  | 1,163    | 1,239  | 0         | 767    | 622      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 107      | 84     | 0         | -47    | 5        |
| OTHER                              | 69       | 48     | 0         | 1      | 1        |
| TOTAL                              | 17,572   | 18,639 | 216       | 8,475  | 9,935    |

NAIC NO: 12297 COMPANY: PETROLEUM CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 123      | 123    | 0         | 132    | 94       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 123      | 123    | 0         | 132    | 94       |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 35718 COMPANY: PHICO INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 13,095   | 12,266 | 0         | 6,216  | 5,940    |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 55       | 36     | 0         | 31     | -56      |
| OTHER LIABILITY                    | 139      | 145    | 0         | 3      | 106      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 13,289   | 12,448 | 0         | 6,251  | 5,992    |

NAIC NO: 12319 COMPANY: PHILADELPHIA REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 35262 COMPANY: PHOENIX ASSURANCE COMPANY OF NEW YORK

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 43       | 23     | 0         | 0      | 4        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 43       | 24     | 0         | 0      | 4        |

NAIC NO: 38962 COMPANY: PHOENIX GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING NUMBERS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25623 COMPANY: PHOENIX INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 174      | 78     | 0         | 0      | -1       |
| ALLIED LINES                       | 21       | 18     | 0         | 4      | 9        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 7,014    | 6,824  | 0         | 3,277  | 3,086    |
| - COMMERCIAL                       | 1,021    | 992    | 83        | 130    | 93       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 51       | 49     | 0         | 7      | 7        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,202    | 1,093  | 38        | 595    | 1,900    |
| OTHER LIABILITY                    | 107      | 106    | 0         | 5      | 53       |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,708    | 1,800  | 0         | 966    | 856      |
| - COMMERCIAL                       | 138      | 86     | 0         | 263    | 48       |
| PHYSICAL DAMAGE - PP AUTO          | 1,002    | 1,051  | 0         | 399    | 372      |
| - COMMERCIAL AUTO                  | 28       | 30     | 0         | -4     | -20      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 2        | 2      | 0         | 0      | 0        |
| OTHER                              | 22       | 14     | 0         | 1      | 0        |
| TOTAL                              | 12,495   | 12,150 | 121       | 5,646  | 6,407    |

NAIC NO: 24430 COMPANY: PLANET INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 21       | 22     | 0         | 0      | 0        |
| ALLIED LINES                       | 7        | 7      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 34       | 16     | 0         | 2      | 3        |
| - COMMERCIAL                       | 780      | 704    | 0         | 85     | 72       |
| OCEAN MARINE                       | 28       | 35     | 0         | 11     | 12       |
| INLAND MARINE                      | 114      | 140    | 0         | 167    | 92       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 967      | 806    | 23        | 453    | 835      |
| OTHER LIABILITY                    | 923      | 1,103  | 0         | 36     | 253      |
| AUTO LIABILITY - PRIVATE PASSENGER | 238      | 232    | 0         | 232    | 212      |
| - COMMERCIAL                       | 1,395    | 1,498  | 0         | 568    | 466      |
| PHYSICAL DAMAGE - PP AUTO          | 168      | 167    | 0         | 79     | 80       |
| - COMMERCIAL AUTO                  | 251      | 262    | 0         | 76     | 78       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1        | 3      | 0         | 0      | 0        |
| OTHER                              | 213      | 247    | 0         | 15     | 58       |
| TOTAL                              | 5,147    | 5,250  | 23        | 1,749  | 2,167    |

NOTE: \$10000 OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 29688 COMPANY: PMI INSURANCE CO.

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 8        | 22     | 0         | 0      | -3       |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 8        | 22     | 0         | 0      | -3       |

NAIC NO: 27251 COMPANY: PMI MORTGAGE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 7,314    | 6,455  | 0         | 783    | 2,101    |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 7,314    | 6,455  | 0         | 783    | 2,101    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 40134 COMPANY: POTOMAC INSURANCE COMPANY OF ILLINOIS

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 15024 COMPANY: PREFERRED MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 15032 COMPANY: PREFERRED RISK MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 4        | 4      | 0         | 1      | 1        |
| ALLIED LINES                       | 1        | 1      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 10       | 10     | 0         | 0      | 0        |
| - COMMERCIAL                       | 606      | 594    | 0         | 738    | 724      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 76       | 70     | 0         | 13     | 31       |
| OTHER LIABILITY                    | 36       | 31     | 0         | 0      | 603      |
| AUTO LIABILITY - PRIVATE PASSENGER | 26       | 26     | 0         | 22     | 30       |
| - COMMERCIAL                       | 173      | 172    | 0         | 72     | 1,386    |
| PHYSICAL DAMAGE - PP AUTO          | 19       | 18     | 0         | 3      | 3        |
| - COMMERCIAL AUTO                  | 26       | 25     | 0         | 7      | 8        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 982      | 957    | 0         | 860    | 2,796    |

NAIC NO: 36633 COMPANY: PREMIER ALLIANCE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 32204 COMPANY: PRESERVER ASSURANCE COMPANY, THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 24       | 24     | 0         | 3      | -3       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 24       | 24     | 0         | 4      | -4       |

NAIC NO: 31925 COMPANY: PRINCIPAL CASUALTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 18       | 18     | 0         | 4      | 12       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 15       | 15     | 0         | 14     | 15       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 34       | 33     | 0         | 18     | 27       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24252 COMPANY: PROGRESSIVE AMERICAN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 24260 COMPANY: PROGRESSIVE CASUALTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 23       | 4      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 46       | 35     | 0         | 2      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 27       | 19     | 0         | 24     | 136      |
| OTHER LIABILITY                    | 825      | 515    | 0         | 65     | 57       |
| AUTO LIABILITY - PRIVATE PASSENGER | 28,165   | 27,566 | 0         | 11,203 | 12,052   |
| - COMMERCIAL                       | 5,872    | 3,686  | 0         | 1,242  | 2,993    |
| PHYSICAL DAMAGE - PP AUTO          | 13,644   | 16,247 | 0         | 6,599  | 6,854    |
| - COMMERCIAL AUTO                  | 1,068    | 898    | 0         | 257    | 249      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 222      | 242    | 0         | 0      | 171      |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 49,896   | 49,217 | 0         | 19,394 | 22,514   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 32786 COMPANY: PROGRESSIVE SPECIALTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 9        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1        | 1      | 0         | 61     | 2        |
| - COMMERCIAL                       | 13       | 4      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 4,224    | 3,971  | 0         | 460    | 430      |
| - COMMERCIAL AUTO                  | 9        | 2      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 4,248    | 3,979  | 0         | 521    | 433      |

NAIC NO: 29467 COMPANY: PROTECTION MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 3,126    | 5,835  | 0         | 664    | -147     |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 69       | 69     | 0         | 20     | 20       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 661      | 941    | 0         | 442    | 242      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 915      | 951    | 0         | 53     | 73       |
| TOTAL                              | 4,772    | 7,798  | 0         | 1,181  | 189      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 12416 COMPANY: PROTECTIVE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,389    | 1,389  | 0         | 256    | 1,501    |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 9        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 12     | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,397    | 1,402  | 0         | 256    | 1,510    |

NAIC NO: 20265 COMPANY: PROTECTIVE NATIONAL INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 7      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 364      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 7      | 0         | 0      | 364      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1966

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24295 COMPANY: PROVIDENCE WASHINGTON INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 121      | 101    | 0         | 3      | 1        |
| ALLIED LINES                       | 53       | 45     | 0         | 13     | 12       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,472    | 1,275  | 0         | 161    | 415      |
| OCEAN MARINE                       | 1        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 163      | 108    | 0         | 13     | 56       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 402      | 354    | 0         | 92     | 210      |
| OTHER LIABILITY                    | 441      | 394    | 0         | 0      | 202      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 408      | 346    | 0         | 35     | 109      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 91       | 81     | 0         | 10     | 16       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 23       | 20     | 0         | 0      | 0        |
| OTHER                              | 11       | 8      | 0         | 0      | 1        |
| TOTAL                              | 3,190    | 2,737  | 0         | 332    | 1,025    |

NAIC NO: 31968 COMPANY: PROVIDENT GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 48       | 45     | 0         | 42     | 42       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 4        | 3      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 3        | 3      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,309    | 1,243  | 0         | 824    | 1,162    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 884      | 813    | 0         | 479    | 430      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,250    | 2,109  | 0         | 1,347  | 1,635    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 36439 COMPANY: PRUDENTIAL COMMERCIAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 36447 COMPANY: PRUDENTIAL GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,389    | 1,379  | 0         | 986    | 1,465    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 586      | 580    | 0         | 494    | 498      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,976    | 1,960  | 0         | 1,481  | 1,964    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 32352 COMPANY: PRUDENTIAL PROPERTY AND CASUALTY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 91       | 79     | 0         | 13     | 9        |
| ALLIED LINES                       | 50       | 44     | 0         | 8      | 11       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 3,106    | 2,991  | 0         | 1,729  | 1,751    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 8        | 3      | 0         | 0      | 1        |
| INLAND MARINE                      | 53       | 50     | 0         | 8      | 8        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 1        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 207      | 153    | 0         | 0      | 129      |
| AUTO LIABILITY - PRIVATE PASSENGER | 4,411    | 4,272  | 0         | 2,562  | 3,799    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,864    | 1,783  | 0         | 1,372  | 1,416    |
| - COMMERCIAL AUTO                  | 506      | 217    | 0         | 10     | 15       |
| CREDIT                             | 1        | 1      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 10,302   | 9,598  | 0         | 5,705  | 7,144    |

NAIC NO: 26921 COMPANY: PRUDENTIAL REINSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23086 COMPANY: PRUDENTIAL-LMI COMMERCIAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,428    | 1,249  | 0         | 248    | 406      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 43       | 33     | 0         | 9      | 36       |
| OTHER LIABILITY                    | 151      | 158    | 0         | 0      | 22       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 1        |
| - COMMERCIAL                       | 55       | 55     | 0         | 13     | 23       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 14       | 17     | 0         | 7      | 7        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,694    | 1,514  | 0         | 279    | 497      |

NAIC NO: 15059 COMPANY: PUBLIC SERVICE MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 14     | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 34       | 31     | 0         | 48     | 138      |
| OTHER LIABILITY                    | 3        | 11     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2        | 2      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 40       | 59     | 0         | 49     | 139      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 34207 COMPANY: PURITAN INSURANCE COMPANY

|                                    | PREMIUMS |        |           | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED | DIVIDENDS | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 2      | -9       |
| INLAND MARINE                      | 293      | 292    | 0         | 32     | 32       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 11     | -32      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -5       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 4        | 4      | 0         | 83     | 83       |
| OTHER                              | 0        | 0      | 0         | 58     | 55       |
| TOTAL                              | 297      | 297    | 0         | 189    | 124      |

NAIC NO: 15067 COMPANY: QUINCY MUTUAL FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        |           | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED | DIVIDENDS | PAID   | INCURRED |
| FIRE                               |          |        |           |        |          |
| ALLIED LINES                       |          |        |           |        |          |
| MULTIPLE PERIL - FARMOWNERS        |          |        |           |        |          |
| - HOMEOWNERS                       |          |        |           |        |          |
| - COMMERCIAL                       |          |        |           |        |          |
| OCEAN MARINE                       |          |        |           |        |          |
| INLAND MARINE                      |          |        |           |        |          |
| MEDICAL MALPRACTICE                |          |        |           |        |          |
| ACCIDENT AND SICKNESS              |          |        |           |        |          |
| WORKMEN'S COMPENSATION             |          |        |           |        |          |
| OTHER LIABILITY                    |          |        |           |        |          |
| AUTO LIABILITY - PRIVATE PASSENGER |          |        |           |        |          |
| - COMMERCIAL                       |          |        |           |        |          |
| PHYSICAL DAMAGE - PP AUTO          |          |        |           |        |          |
| - COMMERCIAL AUTO                  |          |        |           |        |          |
| CREDIT                             |          |        |           |        |          |
| FIDELITY AND SURETY                |          |        |           |        |          |
| OTHER                              |          |        |           |        |          |
| TOTAL                              |          |        |           |        |          |

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NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF IMS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 41750 COMPANY: RAMSEY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -24      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | -24      |

NAIC NO: 24384 COMPANY: RANGER INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 4      | 4        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 259      | 245    | 0         | 10     | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 46       | 64     | 0         | 72     | -36      |
| OTHER LIABILITY                    | 273      | 288    | 0         | 327    | 118      |
| AUTO LIABILITY - PRIVATE PASSENGER | 4        | 4      | 0         | 0      | -8       |
| - COMMERCIAL                       | 270      | 265    | 0         | 112    | 129      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | -2       |
| - COMMERCIAL AUTO                  | 103      | 109    | 0         | 34     | 4        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 6        | 4      | 0         | 0      | 0        |
| TOTAL                              | 965      | 983    | 0         | 563    | 210      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21253 COMPANY: RECIPROCAL EXCHANGE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 38873 COMPANY: REGAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,599    | 1,830  | 0         | 558    | 1,127    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 763      | 421    | 0         | 207    | 240      |
| - COMMERCIAL AUTO                  | 0        | 97     | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,366    | 2,353  | 0         | 765    | 1,368    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 37052 COMPANY: REGIS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2        | 2      | 0         | 0      | 31       |
| ALLIED LINES                       | 6        | 4      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 35       | 16     | 0         | 0      | 4        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 23       | 23     | 0         | 68     | 163      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 67       | 46     | 0         | 68     | 199      |

NAIC NO: 18341 COMPANY: REINSURANCE CORPORATION OF NEW YORK THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24457 COMPANY: RELIANCE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 294      | 324    | 0         | 68     | 49       |
| ALLIED LINES                       | 168      | 170    | 0         | 73     | 64       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 256      | 271    | 0         | 72     | 113      |
| - COMMERCIAL                       | 7,010    | 7,072  | 0         | 912    | 730      |
| OCEAN MARINE                       | 626      | 634    | 0         | 579    | 423      |
| INLAND MARINE                      | 1,840    | 1,971  | 0         | 575    | 435      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 3,411    | 3,470  | 0         | 2,153  | 3,233    |
| OTHER LIABILITY                    | 3,181    | 3,041  | 0         | 339    | -380     |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,261    | 1,184  | 0         | 757    | 1,251    |
| - COMMERCIAL                       | 3,721    | 3,700  | 0         | 1,675  | 2,443    |
| PHYSICAL DAMAGE - PP AUTO          | 727      | 714    | 0         | 328    | 152      |
| - COMMERCIAL AUTO                  | 1,078    | 1,149  | 0         | 459    | 199      |
| CREDIT                             | 4        | 2      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 2,292    | 1,445  | 0         | 607    | 1,106    |
| OTHER                              | 91       | 92     | 0         | 5      | 8        |
| TOTAL                              | 25,975   | 25,254 | 0         | 8,607  | 9,831    |

NAIC NO: 38318 COMPANY: REPUBLIC INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 202      | 222    | 0         | 45     | 147      |
| ALLIED LINES                       | 81       | 88     | 0         | 7      | 11       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 538      | 605    | 0         | 441    | 469      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 2      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 215      | 207    | 0         | 146    | 848      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | -6       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 56       | 64     | 0         | 0      | 86       |
| OTHER                              | 12       | 12     | 0         | 6      | -14,980  |
| TOTAL                              | 1,109    | 1,203  | 0         | 647    | -13,422  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 32174 COMPANY: REPUBLIC MORTGAGE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 28452 COMPANY: REPUBLIC MORTGAGE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 3,386    | 3,893  | 0         | 33,714 | 3,100    |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,386    | 3,893  | 0         | 33,714 | 3,100    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 31089 COMPANY: REPUBLIC WESTERN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 57       | 57     | 0         | 0      | 27       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 80       | 80     | 0         | 80     | 68       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | -24      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 138      | 138    | 0         | 80     | 70       |

NAIC NO: 12475 COMPANY: REPUBLIC-FRANKLIN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 37       | 39     | 0         | 2      | 6        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 37       | 39     | 0         | 2      | 6        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 13056 COMPANY: RLI INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 1        | 12     | 0         | 0      | -88      |
| ACCIDENT AND SICKNESS              | 1        | 1      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 273      | 222    | 0         | 0      | 507      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 414      | 392    | 0         | 151    | 162      |
| TOTAL                              | 691      | 628    | 0         | 151    | 580      |

NAIC NO: 12505 COMPANY: ROCKWOOD INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 37       | 31     | 0         | 2      | -1       |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 204      | 128    | 0         | 26     | 30       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 224      | 283    | 0         | 50     | 74       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 8,797    | 9,405  | 124       | 11,261 | 12,873   |
| OTHER LIABILITY                    | 1,304    | 1,273  | 0         | 44     | 238      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 485      | 513    | 0         | 306    | 331      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 143      | 134    | 0         | 41     | 21       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 9        | 5      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 11,208   | 11,775 | 124       | 11,733 | 13,567   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 35505 COMPANY: ROCKWOOD INSURANCE COMPANY OF INDIANA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 3,544    | 3,195  | 0         | 975    | 2,685    |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,544    | 3,195  | 0         | 975    | 2,685    |

NAIC NO: 12513 COMPANY: ROYAL EXCHANGE ASSURANCE OF AMERICA INC

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 15       | 48     | 0         | 473    | 3        |
| OCEAN MARINE                       | 5        | 7      | 0         | -4     | -27      |
| INLAND MARINE                      | -69      | 50     | 0         | 11     | -80      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | -49      | 108    | 0         | 480    | -104     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24678 COMPANY: ROYAL INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 71       | 58     | 0         | 0      | 2,152    |
| ALLIED LINES                       | 1,229    | 700    | 0         | 0      | 28       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,875    | 1,892  | 0         | 1,206  | 1,200    |
| - COMMERCIAL                       | 35       | 51     | 0         | -2     | -103     |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 221      | 227    | 0         | 46     | -66      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,291    | 1,110  | 153       | 1,435  | 1,587    |
| OTHER LIABILITY                    | 203      | 204    | 0         | 5      | 148      |
| AUTO LIABILITY - PRIVATE PASSENGER | 768      | 677    | 0         | 321    | 429      |
| - COMMERCIAL                       | 1,628    | 1,484  | 0         | 545    | 1,756    |
| PHYSICAL DAMAGE - PP AUTO          | 211      | 182    | 0         | 82     | 75       |
| - COMMERCIAL AUTO                  | 352      | 261    | 0         | 15     | 17       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 46       | 33     | 0         | 0      | 3        |
| TOTAL                              | 8,015    | 6,885  | 153       | 3,656  | 7,228    |

NAIC NO: 26980 COMPANY: ROYAL INSURANCE COMPANY OF AMERICA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1,166    | 1,214  | 0         | 346    | 328      |
| ALLIED LINES                       | 564      | 576    | 0         | 785    | 744      |
| MULTIPLE PERIL - FARMOWNERS        | 14       | 14     | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,329    | 1,460  | 0         | 911    | 834      |
| - COMMERCIAL                       | 14,728   | 14,403 | 0         | 3,695  | 7,749    |
| OCEAN MARINE                       | 232      | 188    | 0         | 0      | -9       |
| INLAND MARINE                      | 1,100    | 1,193  | 0         | 527    | 292      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 5,184    | 5,402  | 0         | 3,109  | 4,187    |
| OTHER LIABILITY                    | 2,000    | 2,045  | 0         | 143    | 755      |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,295    | 2,398  | 0         | 2,096  | 1,704    |
| - COMMERCIAL                       | 1,593    | 1,686  | 0         | 807    | 1,773    |
| PHYSICAL DAMAGE - PP AUTO          | 2,213    | 2,240  | 0         | 776    | 743      |
| - COMMERCIAL AUTO                  | 460      | 489    | 0         | 223    | 253      |
| CREDIT                             | 0        | 0      | 0         | 98     | 75       |
| FIDELITY AND SURETY                | 10       | 17     | 0         | 0      | 0        |
| OTHER                              | 285      | 316    | 0         | 144    | 149      |
| TOTAL                              | 33,198   | 33,665 | 0         | 13,665 | 19,581   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 17221 COMPANY: ROYAL SPECIAL RISKS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 24740 COMPANY: SAFECO INSURANCE COMPANY OF AMERICA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 418      | 409    | 0         | 110    | 216      |
| ALLIED LINES                       | 165      | 160    | 0         | 71     | 73       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,613    | 1,618  | 0         | 584    | 951      |
| - COMMERCIAL                       | 1,125    | 1,239  | 0         | -124   | 48       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 289      | 345    | 0         | 136    | 138      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 500      | 406    | 37        | 154    | 436      |
| OTHER LIABILITY                    | 577      | 603    | 0         | 50     | 301      |
| AUTO LIABILITY - PRIVATE PASSENGER | 2,463    | 2,554  | 0         | 2,329  | 1,440    |
| - COMMERCIAL                       | 289      | 308    | 0         | 88     | 297      |
| PHYSICAL DAMAGE - PP AUTO          | 1,634    | 1,698  | 0         | 730    | 693      |
| - COMMERCIAL AUTO                  | 89       | 96     | 0         | 25     | 31       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 783      | 576    | 0         | -29    | -30      |
| OTHER                              | 3        | 3      | 0         | 0      | 0        |
| TOTAL                              | 9,955    | 10,021 | 37        | 4,127  | 4,599    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 39012 COMPANY: SAFECO INSURANCE COMPANY OF ILLINOIS

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 410      | 384    | 0         | 126    | 281      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 319      | 291    | 0         | 103    | 96       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 730      | 676    | 0         | 229    | 378      |

NAIC NO: 24694 COMPANY: SAFEGUARD INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,207    | 1,115  | 0         | 615    | 625      |
| - COMMERCIAL                       | 362      | 330    | 0         | 27     | 358      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 113      | 108    | 0         | 41     | 44       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 80       | 55     | 17        | 252    | 465      |
| OTHER LIABILITY                    | 19       | 12     | 0         | 0      | 11       |
| AUTO LIABILITY - PRIVATE PASSENGER | 874      | 882    | 0         | 1,063  | 734      |
| - COMMERCIAL                       | 42       | 30     | 0         | 4      | 15       |
| PHYSICAL DAMAGE - PP AUTO          | 994      | 984    | 0         | 373    | 359      |
| - COMMERCIAL AUTO                  | 15       | 9      | 0         | 1      | 1        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,715    | 3,536  | 17        | 2,379  | 2,615    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 15105 COMPANY: SAFETY MUTUAL CASUALTY CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -18      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 106      | 91     | 0         | 4      | -286     |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 11       | 11     | 0         | 0      | 9        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 117      | 102    | 0         | 4      | -295     |

NAIC NO: 20354 COMPANY: SEA INSURANCE COMPANY LIMITED THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 22       | 15     | 0         | 1      | 8        |
| - COMMERCIAL                       | -11      | 3      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | -6       |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 2      | 0         | 0      | -73      |
| AUTO LIABILITY - PRIVATE PASSENGER | 15       | 17     | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 41       | 37     | 0         | 5      | 5        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 59       | 80     | 0         | 10     | 20       |
| TOTAL                              | 127      | 156    | 0         | 17     | -47      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22535 COMPANY: SEABOARD SURETY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 477      | 707    | 0         | 0      | 26       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 3,320    | 2,580  | 0         | 1,126  | 1,357    |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,797    | 3,280  | 0         | 1,126  | 1,383    |

NAIC NO: 24902 COMPANY: SECURITY INSURANCE COMPANY OF HARTFORD

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 32       | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 3        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 13       | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 503      | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 3,509    | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | -3       | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 134      | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 4,210    | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 37818 COMPANY: SECURITY REINSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 22233 COMPANY: SELECT INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | -1       |
| OTHER LIABILITY                    | 7        | 3      | 0         | 0      | -1       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 8        | 3      | 0         | 0      | -2       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF FMS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 12572 COMPANY: SELECTIVE INSURANCE COMPANY OF AMERICA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 526      | 488    | 0         | 121    | 136      |
| ALLIED LINES                       | 187      | 167    | 0         | 170    | 155      |
| MULTIPLE PERIL - FARMOWNERS        | 46       | 53     | 0         | 61     | 62       |
| - HOMEOWNERS                       | 1,922    | 2,009  | 0         | 1,364  | 1,088    |
| - COMMERCIAL                       | 2,831    | 2,599  | 0         | 407    | 537      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 155      | 149    | 0         | 16     | 66       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 21       | 25     | 0         | 113    | 47       |
| WORKMEN'S COMPENSATION             | 2,699    | 2,778  | 0         | 1,157  | 1,864    |
| OTHER LIABILITY                    | 1,572    | 1,515  | 0         | 87     | 305      |
| AUTO LIABILITY - PRIVATE PASSENGER | 3,234    | 3,488  | 0         | 3,108  | 2,343    |
| - COMMERCIAL                       | 4,287    | 3,898  | 0         | 1,395  | 2,292    |
| PHYSICAL DAMAGE - PP AUTO          | 1,659    | 1,870  | 0         | 1,050  | 1,051    |
| - COMMERCIAL AUTO                  | 2,106    | 2,001  | 0         | 584    | 606      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 619      | 475    | 0         | 38     | 59       |
| OTHER                              | 322      | 286    | 0         | 112    | 128      |
| TOTAL                              | 22,221   | 21,835 | 0         | 9,790  | 10,747   |

NAIC NO: 39616 COMPANY: SELECTIVE INSURANCE COMPANY OF THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | -4       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1        | 1      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 4        | 3      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1        | 1      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | -1       | 16     | 0         | 5      | 8        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 7        | 23     | 0         | 5      | 4        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26301 COMPANY: SELECTIVE WAY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 2        | 2      | 0         | 1      | 1        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 274      | 282    | 0         | 293    | 251      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,828    | 1,501  | 79        | 572    | 928      |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,105    | 1,787  | 79        | 867    | 1,181    |

NAIC NO: 10936 COMPANY: SENECA INSURANCE COMPANY, INC.

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 9      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 2      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2        | 230    | 0         | 167    | -350     |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 19       | 25     | 0         | 0      | -6       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 16       | 56     | 3         | 67     | -214     |
| OTHER LIABILITY                    | -3       | 22     | 0         | 60     | -309     |
| AUTO LIABILITY - PRIVATE PASSENGER | 20       | 13     | 0         | 4      | 12       |
| - COMMERCIAL                       | 0        | 22     | 0         | 97     | 60       |
| PHYSICAL DAMAGE - PP AUTO          | 2        | 1      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 6      | 0         | 6      | 36       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 1        |
| TOTAL                              | 58       | 391    | 3         | 403    | -769     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24988 COMPANY: SENTRY INSURANCE A MUTUAL COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 112      | 121    | 0         | 3      | 0        |
| ALLIED LINES                       | 50       | 55     | 0         | 88     | 111      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 190      | 173    | 0         | 139    | 171      |
| - COMMERCIAL                       | 298      | 295    | 0         | 68     | 196      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 84       | 87     | 0         | 7      | 27       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 203      | 203    | 0         | 72     | 45       |
| WORKMEN'S COMPENSATION             | 669      | 673    | 4         | 228    | 106      |
| OTHER LIABILITY                    | 855      | 912    | 0         | 275    | 510      |
| AUTO LIABILITY - PRIVATE PASSENGER | 841      | 814    | 0         | 849    | 837      |
| - COMMERCIAL                       | 497      | 506    | 0         | 108    | 1,219    |
| PHYSICAL DAMAGE - PP AUTO          | 523      | 499    | 0         | 230    | 158      |
| - COMMERCIAL AUTO                  | 141      | 144    | 0         | 69     | 68       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 4        | 19     | 0         | 0      | 50       |
| OTHER                              | 16       | 17     | 0         | 0      | 0        |
| TOTAL                              | 4,491    | 4,524  | 6         | 2,140  | 3,504    |

NAIC NO: 15156 COMPANY: SHELBY INSURANCE COMPANY, THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 369      | 229    | 0         | 90     | 57       |
| ALLIED LINES                       | 144      | 87     | 0         | 19     | 26       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 558      | 558    | 0         | 376    | 396      |
| - COMMERCIAL                       | 585      | 776    | 0         | 393    | -3       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 98       | 79     | 0         | 20     | 18       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | -15      |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 704      | 538    | 22        | 579    | 599      |
| OTHER LIABILITY                    | 764      | 437    | 0         | 6      | 89       |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,170    | 1,106  | 0         | 1,080  | 907      |
| - COMMERCIAL                       | 975      | 720    | 0         | 145    | 424      |
| PHYSICAL DAMAGE - PP AUTO          | 742      | 696    | 0         | 346    | 353      |
| - COMMERCIAL AUTO                  | 402      | 321    | 0         | 129    | 152      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 24       | 10     | 0         | 5      | 5        |
| TOTAL                              | 6,548    | 5,570  | 22        | 3,192  | 3,012    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25070 COMPANY: SKANDIA AMERICA REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 24953 COMPANY: SOUTH CAROLINA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 698      | 734    | 0         | 215    | 240      |
| ALLIED LINES                       | 190      | 196    | 0         | 67     | 30       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | -5       |
| - HOMEOWNERS                       | 409      | 429    | 0         | 439    | 400      |
| - COMMERCIAL                       | 408      | 482    | 0         | 19     | 15       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 63       | 86     | 0         | 18     | 10       |
| MEDICAL MALPRACTICE                | 0        | 1      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 446      | 554    | 0         | 421    | 130      |
| OTHER LIABILITY                    | 428      | 441    | 0         | 140    | 98       |
| AUTO LIABILITY - PRIVATE PASSENGER | 849      | 806    | 0         | 572    | 543      |
| - COMMERCIAL                       | 489      | 858    | 0         | 343    | 361      |
| PHYSICAL DAMAGE - PP AUTO          | 525      | 497    | 0         | 240    | 251      |
| - COMMERCIAL AUTO                  | 157      | 262    | 0         | 180    | 148      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 16       | 27     | 0         | 3      | 15       |
| OTHER                              | 511      | 454    | 0         | 85     | 38       |
| TOTAL                              | 5,195    | 5,833  | 0         | 2,749  | 2,278    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 22888 COMPANY: SOUTHERN FIRE & CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 47       | 38     | 0         | 20     | 20       |
| ALLIED LINES                       | 15       | 12     | 0         | 2      | 11       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 66       | 94     | 0         | 20     | 12       |
| - COMMERCIAL                       | 105      | 115    | 0         | 22     | 19       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 7        | 6      | 0         | 1      | 1        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,560    | 1,267  | 0         | 343    | 1,034    |
| OTHER LIABILITY                    | 92       | 82     | 0         | 7      | 8        |
| AUTO LIABILITY - PRIVATE PASSENGER | 432      | 349    | 0         | 170    | 472      |
| - COMMERCIAL                       | 66       | 60     | 0         | 13     | 1,016    |
| PHYSICAL DAMAGE - PP AUTO          | 264      | 209    | 0         | 156    | 159      |
| - COMMERCIAL AUTO                  | 37       | 34     | 0         | 10     | 11       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,700    | 2,284  | 0         | 770    | 2,768    |

NAIC NO: 18090 COMPANY: SOUTHERN HERITAGE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 37       | 6      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 2        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 1        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 52       | 9      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 34       | 6      | 0         | 3      | 3        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 130      | 23     | 0         | 3      | 4        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19216 COMPANY: SOUTHERN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 23     | 0         | 2      | 9        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | -1     | -4       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | -2       | 37     | 0         | -9     | -9       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | -2       | 61     | 0         | -9     | -4       |

NAIC NO: 24767 COMPANY: ST PAUL FIRE AND MARINE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 916      | 1,075  | 2         | 220    | 248      |
| ALLIED LINES                       | 745      | 843    | 0         | 198    | 234      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | -100   | -100     |
| - HOMEOWNERS                       | 0        | 0      | 0         | 48     | -6       |
| - COMMERCIAL                       | 3,060    | 3,088  | 0         | 530    | 1,079    |
| OCEAN MARINE                       | 733      | 670    | 0         | 113    | 310      |
| INLAND MARINE                      | 1,423    | 1,526  | 2         | 819    | 1,022    |
| MEDICAL MALPRACTICE                | 52,045   | 49,026 | 0         | 12,229 | 35,367   |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 197      |
| WORKMEN'S COMPENSATION             | 2,818    | 2,814  | 0         | 1,726  | 2,101    |
| OTHER LIABILITY                    | 5,341    | 5,400  | 4         | 1,193  | 2,979    |
| AUTO LIABILITY - PRIVATE PASSENGER | 425      | 325    | 0         | 79     | 69       |
| - COMMERCIAL                       | 1,407    | 1,340  | 6         | 239    | 362      |
| PHYSICAL DAMAGE - PP AUTO          | 102      | 79     | 0         | 28     | 33       |
| - COMMERCIAL AUTO                  | 307      | 307    | 0         | 62     | 17       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 2,644    | 2,829  | 0         | 72     | -899     |
| OTHER                              | 136      | 132    | 0         | 14     | 38       |
| TOTAL                              | 72,111   | 69,462 | 15        | 17,476 | 43,055   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24775 COMPANY: ST PAUL GUARDIAN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 1        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,678    | 1,652  | 0         | 1,124  | 1,323    |
| - COMMERCIAL                       | -1       | -1     | 0         | 0      | 0        |
| OCEAN MARINE                       | 16       | 13     | 0         | 0      | 1        |
| INLAND MARINE                      | 143      | 134    | 0         | 18     | 26       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 393      | 384    | 31        | 83     | 298      |
| OTHER LIABILITY                    | 82       | 10     | 0         | 0      | 2        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,218    | 1,161  | 0         | 1,352  | 1,844    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,030    | 1,022  | 0         | 434    | 450      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 2        | 1      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 4,576    | 4,390  | 31        | 3,015  | 3,946    |

NAIC NO: 24791 COMPANY: ST PAUL MERCURY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 217      | 162    | 0         | 15     | 22       |
| ALLIED LINES                       | 146      | 109    | 0         | 59     | 15       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | -5     | -5       |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 47       | 67     | 0         | -1     | -45      |
| OCEAN MARINE                       | 2        | 2      | 0         | 0      | 1        |
| INLAND MARINE                      | 58       | 50     | -3        | 2      | 318      |
| MEDICAL MALPRACTICE                | 396      | 293    | 0         | 2      | 73       |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 247      | 310    | 119       | 389    | 176      |
| OTHER LIABILITY                    | 310      | 259    | 0         | 1,012  | 196      |
| AUTO LIABILITY - PRIVATE PASSENGER | 301      | 294    | 0         | 178    | 256      |
| - COMMERCIAL                       | 99       | 101    | 0         | 25     | 16       |
| PHYSICAL DAMAGE - PP AUTO          | 228      | 215    | 0         | 117    | 120      |
| - COMMERCIAL AUTO                  | 36       | 35     | 0         | 9      | 8        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 68       | 69     | 0         | 20     | 4        |
| OTHER                              | 31       | 19     | 0         | 0      | -3       |
| TOTAL                              | 2,195    | 1,994  | 107       | 1,827  | 1,157    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 19070 COMPANY: STANDARD FIRE INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 39       | 32     | 0         | 25     | 23       |
| ALLIED LINES                       | 28       | 21     | 0         | 3      | 4        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 8,893    | 8,323  | 0         | 4,646  | 5,527    |
| - COMMERCIAL                       | 3,010    | 3,317  | 0         | 505    | 244      |
| OCEAN MARINE                       | 453      | 441    | 0         | 150    | 195      |
| INLAND MARINE                      | 49       | 42     | 0         | 5      | 6        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | -56      |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 3,220    | 2,597  | 743       | 3,759  | 4,643    |
| OTHER LIABILITY                    | 1,642    | 1,676  | 0         | 167    | -743     |
| AUTO LIABILITY - PRIVATE PASSENGER | 280      | 292    | 0         | 173    | 15       |
| - COMMERCIAL                       | 505      | 400    | 0         | 72     | 280      |
| PHYSICAL DAMAGE - PP AUTO          | 220      | 225    | 0         | 80     | 68       |
| - COMMERCIAL AUTO                  | 163      | 116    | 0         | 87     | 94       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 10       | 1      | 0         | 0      | 0        |
| OTHER                              | 158      | 193    | 0         | 0      | 0        |
| TOTAL                              | 18,676   | 17,590 | 743       | 9,678  | 10,393   |

NAIC NO: 42986 COMPANY: STANDARD GUARANTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | -3       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 5,486    | 6,419  | 0         | 2,752  | 4,906    |
| - COMMERCIAL                       | 110      | 103    | 0         | 23     | 110      |
| PHYSICAL DAMAGE - PP AUTO          | 1,578    | 2,116  | 0         | 967    | 1,076    |
| - COMMERCIAL AUTO                  | 27       | 36     | 0         | 20     | 24       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 7,203    | 10,677 | 0         | 3,763  | 6,113    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25127 COMPANY: STATE AUTO PROPERTY & CASUALTY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 25135 COMPANY: STATE AUTOMOBILE MUTUAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1        | 1      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 12661 COMPANY: STATE CAPITAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 1,485    | 1,502  | 0         | 850    | 632      |
| ALLIED LINES                       | 397      | 392    | 0         | 228    | 259      |
| MULTIPLE PERIL - FARMOWNERS        | 164      | 174    | 0         | 77     | 69       |
| - HOMEOWNERS                       | 3,611    | 3,574  | 0         | 2,239  | 2,547    |
| - COMMERCIAL                       | 87       | 98     | 0         | 20     | 20       |
| OCEAN MARINE                       | 488      | 514    | 0         | 175    | 101      |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 106      | 100    | 0         | 4      | -3       |
| AUTO LIABILITY - PRIVATE PASSENGER | 622      | 651    | 0         | 829    | 663      |
| - COMMERCIAL                       | 0        | 4      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 425      | 429    | 0         | 234    | 226      |
| - COMMERCIAL AUTO                  | 0        | 1      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 1      | 0         | 0      | 0        |
| TOTAL                              | 7,399    | 7,446  | 0         | 4,660  | 4,510    |

NAIC NO: 25143 COMPANY: STATE FARM FIRE AND CASUALTY COMPANY

|                                    | PREMIUMS |         | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|---------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED  |           | PAID   | INCURRED |
| FIRE                               | 589      | 541     | 0         | 328    | 289      |
| ALLIED LINES                       | 1,422    | 1,324   | 0         | 144    | 137      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0       | 0         | 0      | 0        |
| - HOMEOWNERS                       | 56,895   | 56,030  | 0         | 32,537 | 34,775   |
| - COMMERCIAL                       | 16,080   | 15,335  | 0         | 5,789  | 6,478    |
| OCEAN MARINE                       | 0        | 0       | 0         | 0      | 0        |
| INLAND MARINE                      | 4,696    | 4,382   | 0         | 1,890  | 1,988    |
| MEDICAL MALPRACTICE                | 0        | 0       | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 2        | 3       | 0         | 10     | 9        |
| WORKMEN'S COMPENSATION             | 2,258    | 1,775   | 0         | 477    | 330      |
| OTHER LIABILITY                    | 4,086    | 4,007   | 0         | 1,317  | 587      |
| AUTO LIABILITY - PRIVATE PASSENGER | 33,423   | 31,113  | 0         | 20,365 | 26,772   |
| - COMMERCIAL                       | 901      | 850     | 0         | 127    | 30       |
| PHYSICAL DAMAGE - PP AUTO          | 19,127   | 17,713  | 0         | 13,899 | 14,857   |
| - COMMERCIAL AUTO                  | 378      | 363     | 0         | 150    | 167      |
| CREDIT                             | 0        | 0       | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 118      | 109     | 0         | 1      | 0        |
| OTHER                              | 120      | 120     | 0         | 0      | 1        |
| TOTAL                              | 140,102  | 133,669 | 0         | 77,041 | 86,426   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25151 COMPANY: STATE FARM GENERAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 1      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 4,997    | 4,372  | 0         | 2,327  | 2,420    |
| - COMMERCIAL                       | 1,303    | 1,204  | 0         | 531    | 579      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,119    | 1,097  | 0         | 984    | 1,010    |
| OTHER LIABILITY                    | 1        | 1      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 7,421    | 6,676  | 0         | 3,842  | 4,010    |

NAIC NO: 25178 COMPANY: STATE FARM MUTUAL AUTOMOBILE INSURANCE

|                                    | PREMIUMS |         | DIVIDENDS | LOSSES  |          |
|------------------------------------|----------|---------|-----------|---------|----------|
|                                    | WRITTEN  | EARNED  |           | PAID    | INCURRED |
| FIRE                               | 0        | 0       | 0         | 0       | 0        |
| ALLIED LINES                       | 0        | 0       | 0         | 0       | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0       | 0         | 0       | 0        |
| - HOMEOWNERS                       | 0        | 0       | 0         | 0       | 0        |
| - COMMERCIAL                       | 0        | 0       | 0         | 0       | 0        |
| OCEAN MARINE                       | 0        | 0       | 0         | 0       | 0        |
| INLAND MARINE                      | 0        | 0       | 0         | 0       | 0        |
| MEDICAL MALPRACTICE                | 0        | 0       | 0         | 0       | 0        |
| ACCIDENT AND SICKNESS              | 14,885   | 14,430  | 0         | 10,540  | 11,051   |
| WORKMEN'S COMPENSATION             | 0        | 0       | 0         | 0       | 0        |
| OTHER LIABILITY                    | 0        | 0       | 0         | 0       | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 183,840  | 181,270 | 2,498     | 116,877 | 124,530  |
| - COMMERCIAL                       | 4,862    | 4,859   | 98        | 1,935   | 1,776    |
| PHYSICAL DAMAGE - PP AUTO          | 119,460  | 117,070 | 1,616     | 74,682  | 75,980   |
| - COMMERCIAL AUTO                  | 2,812    | 2,787   | 62        | 1,120   | 1,136    |
| CREDIT                             | 0        | 0       | 0         | 0       | 0        |
| FIDELITY AND SURETY                | 0        | 0       | 0         | 0       | 0        |
| OTHER                              | 1,047    | 1,047   | 0         | 0       | 0        |
| TOTAL                              | 326,909  | 321,464 | 4,275     | 205,156 | 214,475  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 12734 COMPANY: STONE MOUNTAIN INSURANCE COMPANY

|                                    | PREMIUMS<br>WRITTEN | PREMIUMS<br>EARNED | DIVIDENDS | LOSSES<br>PAID | LOSSES<br>INCURRED |
|------------------------------------|---------------------|--------------------|-----------|----------------|--------------------|
| FIRE                               |                     |                    |           |                |                    |
| ALLIED LINES                       |                     |                    |           |                |                    |
| MULTIPLE PERIL - FARMOWNERS        |                     |                    |           |                |                    |
| - HOMEOWNERS                       |                     |                    |           |                |                    |
| - COMMERCIAL                       |                     |                    |           |                |                    |
| OCEAN MARINE                       |                     |                    |           |                |                    |
| INLAND MARINE                      |                     |                    |           |                |                    |
| MEDICAL MALPRACTICE                |                     |                    |           |                |                    |
| ACCIDENT AND SICKNESS              |                     |                    |           |                |                    |
| WORKMEN'S COMPENSATION             |                     |                    |           |                |                    |
| OTHER LIABILITY                    |                     |                    |           |                |                    |
| AUTO LIABILITY - PRIVATE PASSENGER |                     |                    |           |                |                    |
| - COMMERCIAL                       |                     |                    |           |                |                    |
| PHYSICAL DAMAGE - PP AUTO          |                     |                    |           |                |                    |
| - COMMERCIAL AUTO                  |                     |                    |           |                |                    |
| CREDIT                             |                     |                    |           |                |                    |
| FIDELITY AND SURETY                |                     |                    |           |                |                    |
| OTHER                              |                     |                    |           |                |                    |
| TOTAL                              |                     |                    |           |                |                    |

License Suspended  
by Order  
Data Unavailable  
at Printing

NAIC NO: 22276 COMPANY: STONEWALL INSURANCE COMPANY

|                                    | PREMIUMS<br>WRITTEN | PREMIUMS<br>EARNED | DIVIDENDS | LOSSES<br>PAID | LOSSES<br>INCURRED |
|------------------------------------|---------------------|--------------------|-----------|----------------|--------------------|
| FIRE                               | 0                   | 0                  | 0         | 0              | 0                  |
| ALLIED LINES                       | 0                   | 0                  | 0         | 0              | 0                  |
| MULTIPLE PERIL - FARMOWNERS        | 0                   | 0                  | 0         | 0              | 0                  |
| - HOMEOWNERS                       | 0                   | 0                  | 0         | 0              | 0                  |
| - COMMERCIAL                       | 0                   | 0                  | 0         | 0              | 0                  |
| OCEAN MARINE                       | 0                   | 0                  | 0         | 0              | 0                  |
| INLAND MARINE                      | 0                   | 0                  | 0         | 0              | 0                  |
| MEDICAL MALPRACTICE                | 0                   | 0                  | 0         | 0              | 0                  |
| ACCIDENT AND SICKNESS              | 0                   | 0                  | 0         | 0              | 0                  |
| WORKMEN'S COMPENSATION             | 0                   | 0                  | 0         | 0              | 0                  |
| OTHER LIABILITY                    | 49                  | 70                 | 0         | 0              | -242               |
| AUTO LIABILITY - PRIVATE PASSENGER | 4,822               | 4,929              | 0         | 2,697          | 1,668              |
| - COMMERCIAL                       | 0                   | 0                  | 0         | 0              | 0                  |
| PHYSICAL DAMAGE - PP AUTO          | 476                 | 496                | 0         | 200            | 159                |
| - COMMERCIAL AUTO                  | 0                   | 0                  | 0         | 0              | 0                  |
| CREDIT                             | 0                   | 0                  | 0         | 0              | 0                  |
| FIDELITY AND SURETY                | 0                   | 0                  | 0         | 0              | 0                  |
| OTHER                              | 0                   | 0                  | 0         | 0              | 0                  |
| TOTAL                              | 5,356               | 5,505              | 0         | 2,898          | 1,585              |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 40436 COMPANY: STRATFORD INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 12777 COMPANY: SUN INSURANCE COMPANY OF NEW YORK

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,420    | 1,639  | 0         | 1,007  | 980      |
| OCEAN MARINE                       | 61       | 61     | 0         | 3      | -5       |
| INLAND MARINE                      | 732      | 744    | 0         | 93     | 198      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,214    | 2,445  | 0         | 1,104  | 1,172    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1986

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20370 COMPANY: SUN INSURANCE OFFICE LIMITED

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 35       | 36     | 0         | 4      | 2        |
| ALLIED LINES                       | 32       | 32     | 0         | 19     | 16       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 23       | 17     | 0         | -31    | -32      |
| - COMMERCIAL                       | 32       | 16     | 0         | 0      | 11       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2        | 2      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 49     | 49       |
| AUTO LIABILITY - PRIVATE PASSENGER | 230      | 215    | 0         | 92     | 66       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 234      | 244    | 0         | 38     | 41       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 8        | 8      | 0         | 1      | 1        |
| TOTAL                              | 602      | 576    | 0         | 173    | 158      |

NAIC NO: 12220 COMPANY: SUPERIOR INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 5,940    | 1,861  | 0         | 180    | 1,062    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,331    | 400    | 0         | 147    | 230      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 7,272    | 2,264  | 0         | 327    | 1,293    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 12823 COMPANY: TAISHO MARINE AND FIRE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 39969 COMPANY: TICOR INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 1        | 4      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1        | 4      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 31496 COMPANY: TMIC INSURANCE COMPANY, INC.

|                                    | PREMIUMS<br>WRITTEN | EARNED | DIVIDENDS | LOSSES<br>PAID | INCURRED |
|------------------------------------|---------------------|--------|-----------|----------------|----------|
| FIRE                               |                     |        |           |                |          |
| ALLIED LINES                       |                     |        |           |                |          |
| MULTIPLE PERIL - FARMOWNERS        |                     |        |           |                |          |
| - HOMEOWNERS                       |                     |        |           |                |          |
| COMMERCIAL                         |                     |        |           |                |          |
| OCEAN MARINE                       |                     |        |           |                |          |
| INLAND MARINE                      |                     |        |           |                |          |
| MEDICAL MALPRACTICE                |                     |        |           |                |          |
| ACCIDENT AND SICKNESS              |                     |        |           |                |          |
| WORKMEN'S COMPENSATION             |                     |        |           |                |          |
| OTHER LIABILITY                    |                     |        |           |                |          |
| AUTO LIABILITY - PRIVATE PASSENGER |                     |        |           |                |          |
| - COMMERCIAL                       |                     |        |           |                |          |
| PHYSICAL DAMAGE - PP AUTO          |                     |        |           |                |          |
| - COMMERCIAL AUTO                  |                     |        |           |                |          |
| CREDIT                             |                     |        |           |                |          |
| FIDELITY AND SURETY                |                     |        |           |                |          |
| OTHER                              |                     |        |           |                |          |
| TOTAL                              |                     |        |           |                |          |

License Revoked  
by Order  
Data Unavailable  
at Printing

NAIC NO: 12904 COMPANY: TOKIO MARINE AND FIRE INSURANCE

|                                    | PREMIUMS<br>WRITTEN | EARNED | DIVIDENDS | LOSSES<br>PAID | INCURRED |
|------------------------------------|---------------------|--------|-----------|----------------|----------|
| FIRE                               | 13                  | 7      | 0         | 1              | 2        |
| ALLIED LINES                       | 12                  | 6      | 0         | 6              | 13       |
| MULTIPLE PERIL - FARMOWNERS        | 0                   | 0      | 0         | 0              | 0        |
| - HOMEOWNERS                       | 1                   | 1      | 0         | 0              | 0        |
| - COMMERCIAL                       | 39                  | 40     | 0         | 3              | -3       |
| OCEAN MARINE                       | 0                   | 0      | 0         | 0              | 0        |
| INLAND MARINE                      | 1                   | 0      | 0         | 0              | 0        |
| MEDICAL MALPRACTICE                | 0                   | 0      | 0         | 0              | 0        |
| ACCIDENT AND SICKNESS              | 0                   | 0      | 0         | 0              | 0        |
| WORKMEN'S COMPENSATION             | 81                  | 81     | 3         | 63             | 97       |
| OTHER LIABILITY                    | 25                  | 25     | 0         | 0              | 12       |
| AUTO LIABILITY - PRIVATE PASSENGER | 7                   | 8      | 0         | 1              | 1        |
| - COMMERCIAL                       | 57                  | 51     | 0         | 47             | 52       |
| PHYSICAL DAMAGE - PP AUTO          | 6                   | 7      | 0         | 4              | 5        |
| - COMMERCIAL AUTO                  | 22                  | 21     | 0         | 15             | 13       |
| CREDIT                             | 0                   | 0      | 0         | 0              | 0        |
| FIDELITY AND SURETY                | 0                   | 0      | 0         | 0              | 0        |
| OTHER                              | 3                   | 1      | 0         | 0              | 0        |
| TOTAL                              | 270                 | 256    | 3         | 143            | 195      |

NOTE: \$0.00 OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25496 COMPANY: TRANSAMERICA INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 20     | 1        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 20     | 1        |

NAIC NO: 25534 COMPANY: TRANSAMERICA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 170      | 136    | 0         | 5      | 0        |
| ALLIED LINES                       | 87       | 68     | 0         | 0      | -8       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 65       | 63     | 0         | 43     | 40       |
| - COMMERCIAL                       | 506      | 574    | 0         | 492    | 508      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 119      | 102    | 0         | 6      | -5       |
| MEDICAL MALPRACTICE                | 506      | 299    | 0         | 0      | 139      |
| ACCIDENT AND SICKNESS              | 109      | 107    | 0         | 76     | 77       |
| WORKMEN'S COMPENSATION             | 501      | 654    | 145       | 523    | 359      |
| OTHER LIABILITY                    | 1,629    | 1,605  | 0         | 20     | 258      |
| AUTO LIABILITY - PRIVATE PASSENGER | 60       | 55     | 0         | 30     | 41       |
| - COMMERCIAL                       | 338      | 308    | 0         | 151    | 184      |
| PHYSICAL DAMAGE - PP AUTO          | 64       | 60     | 0         | 45     | 46       |
| - COMMERCIAL AUTO                  | 126      | 118    | 0         | 56     | 47       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 246      | 227    | 0         | 1      | -3       |
| OTHER                              | 159      | 166    | 0         | 0      | 457      |
| TOTAL                              | 4,691    | 4,548  | 145       | 1,454  | 2,146    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
 BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25518 COMPANY: TRANSAMERICA PREMIER INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 273      | 283    | 0         | 163    | 156      |
| ALLIED LINES                       | 12       | 9      | 0         | 0      | -1       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 535      | 500    | 0         | 178    | 214      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 2        | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 203      | 169    | 0         | 105    | 281      |
| OTHER LIABILITY                    | 1        | 2      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 34       | 9      | 0         | 0      | 5        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 23       | 14     | 0         | 17     | 18       |
| - COMMERCIAL AUTO                  | -62      | 232    | 0         | 77     | 81       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 164      | 208    | 0         | 0      | -5       |
| OTHER                              | -1       | 0      | 0         | 0      | -1       |
| TOTAL                              | 1,107    | 1,433  | 0         | 541    | 747      |

NAIC NO: 23680 COMPANY: TRANSAMERICA REINSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20486 COMPANY: TRANSCONTINENTAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 3,387    | 1,945  | 4         | 308    | 651      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 4,007    | 3,438  | 141       | 1,544  | 3,600    |
| OTHER LIABILITY                    | 1,020    | 1,038  | 0         | 31     | 380      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 463      | 615    | 0         | 234    | 322      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 175      | 217    | 0         | 92     | 93       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 2        | 1      | 0         | 0      | 0        |
| OTHER                              | 1        | 0      | 0         | 0      | 0        |
| TOTAL                              | 9,059    | 7,257  | 146       | 2,211  | 5,049    |

NAIC NO: 33014 COMPANY: TRANSPORT INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 33       | 38     | 0         | 53     | 5        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 42       | 42     | 0         | 301    | 34       |
| OTHER LIABILITY                    | 6        | 7      | 0         | 0      | 50       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 874      | 870    | 0         | 1,938  | 285      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 133      | 131    | 0         | 39     | 2        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,090    | 1,090  | 0         | 2,332  | 378      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 20494 COMPANY: TRANSPORTATION INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 5         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 916      | 1,715  | 164       | 435    | 338      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 12       | 10     | 4         | 0      | 2        |
| MEDICAL MALPRACTICE                | 0        | 0      | 3         | 0      | -60      |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 10       |
| WORKMEN'S COMPENSATION             | 11,620   | 11,934 | 837       | 5,675  | 7,312    |
| OTHER LIABILITY                    | 254      | 253    | 253       | -298   | -67      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 2,446    | 2,333  | 110       | 599    | 1,113    |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 457      | 367    | 21        | 185    | 284      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 16       | 16     | 0         | 0      | 17       |
| OTHER                              | 1        | 1      | 2         | 0      | 0        |
| TOTAL                              | 15,728   | 16,633 | 1,420     | 6,598  | 8,952    |

NAIC NO: 25666 COMPANY: TRAVELERS INDEMNITY COMPANY OF AMERICA

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 30       | 20     | 0         | 15     | 6        |
| ALLIED LINES                       | 57       | 31     | 0         | 70     | 72       |
| MULTIPLE PERIL - FARMOWNERS        | 70       | 74     | 0         | 13     | -85      |
| - HOMEOWNERS                       | 44       | 42     | 0         | 19     | 16       |
| - COMMERCIAL                       | 107      | 141    | 0         | 36     | -195     |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 19       | 12     | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 610      | 631    | 25        | 858    | 1,560    |
| OTHER LIABILITY                    | 164      | 86     | 0         | 573    | -335     |
| AUTO LIABILITY - PRIVATE PASSENGER | 219      | 213    | 0         | 70     | 162      |
| - COMMERCIAL                       | 128      | 131    | 0         | 492    | -78      |
| PHYSICAL DAMAGE - PP AUTO          | 166      | 161    | 0         | 77     | 84       |
| - COMMERCIAL AUTO                  | 61       | 59     | 0         | 84     | 117      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 3        | 2      | 0         | -1     | 0        |
| OTHER                              | 6        | 5      | 0         | 0      | 0        |
| TOTAL                              | 1,693    | 1,815  | 25        | 2,310  | 1,344    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25674 COMPANY: TRAVELERS INDEMNITY COMPANY OF ILLINOIS

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 319      | 1,176  | 0         | 282    | 244      |
| ALLIED LINES                       | 180      | 283    | 0         | 133    | 268      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 350      | 325    | 0         | 0      | 29       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 63       | 161    | 0         | 5      | 70       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 9,832    | 19,159 | 0         | 4,689  | 15,627   |
| OTHER LIABILITY                    | 6,205    | 6,385  | 0         | 205    | 3,599    |
| AUTO LIABILITY - PRIVATE PASSENGER | 15,252   | 15,236 | 0         | 6,275  | 12,206   |
| - COMMERCIAL                       | 2,374    | 2,801  | 0         | 600    | 499      |
| PHYSICAL DAMAGE - PP AUTO          | 9,886    | 9,748  | 0         | 5,263  | 5,123    |
| - COMMERCIAL AUTO                  | 251      | 253    | 0         | 230    | 278      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 23       | 34     | 0         | 97     | 80       |
| OTHER                              | 156      | 89     | 0         | 38     | 80       |
| TOTAL                              | 45,009   | 55,576 | 0         | 19,822 | 38,107   |

NAIC NO: 25682 COMPANY: TRAVELERS INDEMNITY COMPANY OF RHODE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 231      | 275    | 0         | 63     | 46       |
| ALLIED LINES                       | 71       | 81     | 0         | 21     | 23       |
| MULTIPLE PERIL - FARMOWNERS        | 102      | 104    | 0         | 4      | 35       |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 1,261    | 1,455  | 0         | 393    | 443      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 43       | 45     | 0         | 4      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 1,361    | 1,158  | 0         | 1,417  | 1,552    |
| WORKMEN'S COMPENSATION             | -6       | -6     | 32        | 213    | -571     |
| OTHER LIABILITY                    | 385      | 446    | 0         | 16     | -1,548   |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 376      | 529    | 0         | 96     | 224      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 186      | 229    | 0         | 104    | 116      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 4        | 4      | 0         | 0      | 0        |
| OTHER                              | 13       | 17     | 0         | 2      | 1        |
| TOTAL                              | 4,031    | 4,342  | 32        | 2,337  | 325      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25658 COMPANY: TRAVELERS INDEMNITY COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 3,194    | 3,229  | 0         | 980    | 1,217    |
| ALLIED LINES                       | 1,106    | 1,103  | 0         | 237    | 296      |
| MULTIPLE PERIL - FARMOWNERS        | 315      | 318    | 0         | -94    | -124     |
| - HOMEOWNERS                       | 8,273    | 8,341  | 0         | 3,511  | 3,789    |
| - COMMERCIAL                       | 2,882    | 2,552  | 0         | 768    | 628      |
| OCEAN MARINE                       | 581      | 595    | 0         | 547    | 601      |
| INLAND MARINE                      | 2,199    | 2,200  | 0         | 722    | 627      |
| MEDICAL MALPRACTICE                | 33       | 33     | 0         | 2      | 40       |
| ACCIDENT AND SICKNESS              | -622     | -1,337 | 0         | 1,114  | -5,564   |
| WORKMEN'S COMPENSATION             | -4,673   | -7,861 | 277       | 4,287  | -2,145   |
| OTHER LIABILITY                    | 8,475    | 5,008  | 0         | 3,398  | -17,567  |
| AUTO LIABILITY - PRIVATE PASSENGER | 16,916   | 17,611 | 0         | 11,895 | 11,576   |
| - COMMERCIAL                       | 20,138   | 20,348 | 0         | 11,644 | 10,730   |
| PHYSICAL DAMAGE - PP AUTO          | 8,868    | 9,074  | 0         | 4,820  | 4,686    |
| - COMMERCIAL AUTO                  | 5,500    | 5,812  | 0         | 2,095  | 1,898    |
| CREDIT                             | 150      | 239    | 0         | 0      | 148      |
| FIDELITY AND SURETY                | 1,857    | 1,824  | 0         | 150    | -17      |
| OTHER                              | 1,806    | 1,672  | 0         | 79     | 181      |
| TOTAL                              | 76,910   | 70,767 | 277       | 46,164 | 10,692   |

NAIC NO: 19357 COMPANY: TRAVELERS INSURANCE COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 21,154   | 23,596 | 0         | 18,538 | 32,678   |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 21,154   | 23,596 | 0         | 18,538 | 32,678   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24350 COMPANY: TRIAD GUARANTY INSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 9        | 0      | 0         | 0      | 0        |
| CREDIT                             | 74       | 27     | 0         | 0      | 1        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 74       | 27     | 0         | 0      | 1        |

NAIC NO: 21709 COMPANY: TRUCK INSURANCE EXCHANGE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | -19      | -19    | 0         | 54     | 46       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | -19      | -19    | 0         | 54     | 46       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 29459 COMPANY: TWIN CITY FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 38       | 25     | 0         | 1      | 2        |
| ALLIED LINES                       | 17       | 12     | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | -8       | -7     | 0         | 1,265  | 1,162    |
| - COMMERCIAL                       | 359      | 306    | 0         | 29     | 54       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 3        | 3      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 12,099   | 10,253 | 437       | 4,986  | 5,224    |
| OTHER LIABILITY                    | 1,353    | 954    | 0         | 440    | 626      |
| AUTO LIABILITY - PRIVATE PASSENGER | 391      | 97     | 0         | 26     | 99       |
| - COMMERCIAL                       | 1,486    | 1,588  | 0         | 378    | 1,299    |
| PHYSICAL DAMAGE - PP AUTO          | 116      | 34     | 0         | 8      | 48       |
| - COMMERCIAL AUTO                  | 475      | 503    | 0         | 158    | 153      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 1        | 1      | 0         | 0      | 0        |
| TOTAL                              | 16,337   | 13,775 | 437       | 7,295  | 8,670    |

NAIC NO: 30872 COMPANY: U.S. MORTGAGE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 94       | 141    | 0         | 7,041  | 1,073    |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 94       | 141    | 0         | 7,041  | 1,073    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 37893 COMPANY: ULICO CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 510      |
| OTHER LIABILITY                    | 719      | 671    | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 510      |
| TOTAL                              | 719      | 671    | 0         | 0      | 510      |

NAIC NO: 25747 COMPANY: UNIGARD INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 47       | 54     | 0         | 1      | 17       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2        | 2      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 15     | 14       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 50       | 56     | 0         | 17     | 31       |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25763 COMPANY: UNIGARD SECURITY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 16       | 13     | 0         | 0      | 0        |
| ALLIED LINES                       | 3        | 2      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 3        | 8      | 0         | 0      | 0        |
| - COMMERCIAL                       | 215      | 213    | 0         | 41     | 27       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 104      | 102    | 0         | 9      | 9        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 74       | 69     | 2         | 67     | 113      |
| OTHER LIABILITY                    | 29       | 37     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1        | 1      | 0         | 0      | 0        |
| - COMMERCIAL                       | 17       | 19     | 0         | 19     | 1,196    |
| PHYSICAL DAMAGE - PP AUTO          | 1        | 1      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 8        | 9      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 477      | 478    | 2         | 140    | 1,349    |

NAIC NO: 25844 COMPANY: UNION INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21423 COMPANY: UNION MUTUAL INSURANCE COMPANY OF

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 280      | 277    | 0         | 126    | 106      |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 6        | 7      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 287      | 284    | 0         | 126    | 106      |

NAIC NO: 25771 COMPANY: UNION STANDARD INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 274    | -375     |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 274    | -375     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
 BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 15741 COMPANY: UNITED COMMUNITY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 431      | 348    | 0         | 73     | 196      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 42       | 42     | 0         | 30     | 46       |
| OTHER LIABILITY                    | 117      | 267    | 0         | 0      | 353      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 110      | 106    | 0         | 3      | 27       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 63       | 57     | 0         | 1      | 12       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 773      | 822    | 0         | 108    | 635      |

NAIC NO: 24910 COMPANY: UNITED EQUITABLE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 4,297    | 4,612  | 15        | 4,474  | 4,496    |
| TOTAL                              | 4,297    | 4,612  | 15        | 4,474  | 4,496    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11770 COMPANY: UNITED FINANCIAL CASUALTY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 82       | 81     | 0         | 35     | 21       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,796    | 1,894  | 0         | 1,450  | 2,019    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,575    | 1,512  | 0         | 995    | 1,044    |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,454    | 3,488  | 0         | 2,480  | 3,085    |

NAIC NO: 42528 COMPANY: UNITED FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               |          |        |           |        |          |
| ALLIED LINES                       |          |        |           |        |          |
| MULTIPLE PERIL - FARMOWNERS        |          |        |           |        |          |
| - HOMEOWNERS                       |          |        |           |        |          |
| - COMMERCIAL                       |          |        |           |        |          |
| OCEAN MARINE                       |          |        |           |        |          |
| INLAND MARINE                      |          |        |           |        |          |
| MEDICAL MALPRACTICE                |          |        |           |        |          |
| ACCIDENT AND SICKNESS              |          |        |           |        |          |
| WORKMEN'S COMPENSATION             |          |        |           |        |          |
| OTHER LIABILITY                    |          |        |           |        |          |
| AUTO LIABILITY - PRIVATE PASSENGER |          |        |           |        |          |
| - COMMERCIAL                       |          |        |           |        |          |
| PHYSICAL DAMAGE - PP AUTO          |          |        |           |        |          |
| - COMMERCIAL AUTO                  |          |        |           |        |          |
| CREDIT                             |          |        |           |        |          |
| FIDELITY AND SURETY                |          |        |           |        |          |
| OTHER                              |          |        |           |        |          |
| TOTAL                              |          |        |           |        |          |

License Suspended  
by Order  
Data Unavailable  
at Printing

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26999 COMPANY: UNITED GUARANTY COMMERCIAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 16659 COMPANY: UNITED GUARANTY COMMERCIAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 19       | 22     | 0         | 0      | -6       |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 19       | 22     | 0         | 0      | -6       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 15873 COMPANY: UNITED GUARANTY RESIDENTIAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE:                              | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 4,256    | 3,951  | 0         | 4,254  | 4,129    |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 4,256    | 3,951  | 0         | 4,254  | 4,129    |

NAIC NO: 16667 COMPANY: UNITED GUARANTY RESIDENTIAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 119      | 155    | 0         | 15     | -133     |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 119      | 155    | 0         | 15     | -133     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24473 COMPANY: UNITED PACIFIC INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 11       | 10     | 0         | 4      | 4        |
| ALLIED LINES                       | 4        | 4      | 0         | -1     | -1       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 320      | 326    | 0         | 132    | 172      |
| - COMMERCIAL                       | 221      | 162    | 0         | 8      | 24       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 32       | 30     | 0         | 1      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 133      | 406    | 70        | 356    | 443      |
| OTHER LIABILITY                    | 100      | 166    | 0         | 2      | 547      |
| AUTO LIABILITY - PRIVATE PASSENGER | 824      | 783    | 0         | 441    | 775      |
| - COMMERCIAL                       | 118      | 143    | 0         | 136    | -117     |
| PHYSICAL DAMAGE - PP AUTO          | 674      | 658    | 0         | 332    | 336      |
| - COMMERCIAL AUTO                  | 43       | 26     | 0         | 15     | 14       |
| CREDIT                             | 3        | 4      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 909      | 1,042  | 0         | 28     | 36       |
| OTHER                              | 6        | 4      | 0         | 0      | 0        |
| TOTAL                              | 3,405    | 3,771  | 70        | 1,458  | 2,238    |

NAIC NO: 25941 COMPANY: UNITED SERVICES AUTOMOBILE ASSOCIATION

|                                    | PREMIUMS |         | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|---------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED  |           | PAID   | INCURRED |
| FIRE                               | 3,440    | 3,252   | 147       | 873    | 1,003    |
| ALLIED LINES                       | 1,568    | 1,457   | 67        | 425    | 525      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0       | 0         | 0      | 0        |
| - HOMEOWNERS                       | 23,398   | 22,452  | 2,762     | 9,779  | 12,051   |
| - COMMERCIAL                       | 0        | 0       | 0         | 0      | 0        |
| OCEAN MARINE                       | 753      | 724     | 34        | 327    | 234      |
| INLAND MARINE                      | 1,619    | 1,619   | 123       | 562    | 448      |
| MEDICAL MALPRACTICE                | 0        | 0       | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0       | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0       | 0         | 0      | 0        |
| OTHER LIABILITY                    | 2,968    | 2,769   | 130       | 1,078  | 1,110    |
| AUTO LIABILITY - PRIVATE PASSENGER | 57,869   | 57,335  | 8,285     | 33,758 | 40,906   |
| - COMMERCIAL                       | 0        | 0       | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 41,216   | 40,159  | 5,546     | 22,617 | 23,306   |
| - COMMERCIAL AUTO                  | 0        | 0       | 0         | 0      | 0        |
| CREDIT                             | 0        | 0       | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0       | 0         | 0      | 0        |
| OTHER                              | 67       | 55      | 2         | 0      | 0        |
| TOTAL                              | 133,209  | 130,133 | 17,098    | 69,422 | 79,587   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23256 COMPANY: UNITED SOUTHERN ASSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 57       | 57     | 0         | 16     | 85       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 57       | 57     | 0         | 16     | 85       |

NAIC NO: 25887 COMPANY: UNITED STATES FIDELITY AND GUARANTY

|                                    | PREMIUMS |         | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|---------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED  |           | PAID   | INCURRED |
| FIRE                               | 2,128    | 2,721   | 0         | 1,132  | 890      |
| ALLIED LINES                       | 1,039    | 1,177   | 0         | 427    | 433      |
| MULTIPLE PERIL - FARMOWNERS        | 1,186    | 1,110   | 0         | 1,012  | 934      |
| - HOMEOWNERS                       | 3,382    | 3,448   | 0         | 1,458  | 1,733    |
| - COMMERCIAL                       | 20,452   | 15,112  | 0         | 3,266  | 5,376    |
| OCEAN MARINE                       | 101      | 104     | 0         | 33     | 19       |
| INLAND MARINE                      | 3,153    | 3,398   | 0         | 1,000  | 887      |
| MEDICAL MALPRACTICE                | 9        | 9       | 0         | -4     | -13      |
| ACCIDENT AND SICKNESS              | 0        | 0       | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 18,158   | 16,273  | 0         | 11,864 | 17,704   |
| OTHER LIABILITY                    | 8,110    | 9,211   | 0         | 591    | 2,090    |
| AUTO LIABILITY - PRIVATE PASSENGER | 14,063   | 13,973  | 0         | 8,856  | 10,072   |
| - COMMERCIAL                       | 17,580   | 17,384  | 0         | 8,588  | 9,654    |
| PHYSICAL DAMAGE - PP AUTO          | 7,194    | 7,111   | 0         | 3,983  | 3,827    |
| - COMMERCIAL AUTO                  | 8,936    | 8,513   | 0         | 3,136  | 3,045    |
| CREDIT                             | 0        | 57      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 5,654    | 5,254   | 0         | 1,019  | 1,258    |
| OTHER                              | 550      | 580     | 0         | 59     | 71       |
| TOTAL                              | 111,774  | 105,515 | 0         | 46,426 | 57,985   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21113 COMPANY: UNITED STATES FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 523      | 455    | 0         | 49     | 37       |
| ALLIED LINES                       | 486      | 383    | 0         | 160    | 143      |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | -1       |
| - HOMEOWNERS                       | 482      | 578    | 0         | 338    | 272      |
| - COMMERCIAL                       | 2,859    | 3,653  | 0         | 1,215  | 703      |
| OCEAN MARINE                       | 1,213    | 1,195  | 0         | 134    | 85       |
| INLAND MARINE                      | 1,469    | 1,418  | 0         | 754    | 709      |
| MEDICAL MALPRACTICE                | -8       | 6      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,401    | 1,990  | 0         | 948    | 1,381    |
| OTHER LIABILITY                    | 5,633    | 5,846  | 0         | 2,817  | 2,692    |
| AUTO LIABILITY - PRIVATE PASSENGER | 98       | 241    | 0         | 322    | 285      |
| - COMMERCIAL                       | 2,849    | 2,988  | 0         | 1,364  | 1,563    |
| PHYSICAL DAMAGE - PP AUTO          | 50       | 136    | 0         | 83     | 147      |
| - COMMERCIAL AUTO                  | 574      | 666    | 0         | 247    | 331      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 86       | 86     | 0         | 201    | -11      |
| OTHER                              | 357      | 479    | 0         | 492    | 1,784    |
| TOTAL                              | 16,077   | 20,125 | 0         | 9,129  | 10,125   |

NAIC NO: 25895 COMPANY: UNITED STATES LIABILITY INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | -2       |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | -147     |
| AUTO LIABILITY - PRIVATE PASSENGER | 1        | 0      | 0         | 0      | -1       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -1       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1        | 0      | 0         | 0      | -152     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 23949 COMPANY: UNIVERSAL REINSURANCE CORPORATION

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 52     | -151     |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | -56      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 18       |
| TOTAL                              | 0        | 0      | 0         | 52     | -189     |

NAIC NO: 41181 COMPANY: UNIVERSAL UNDERWRITERS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 657      | 657    | 0         | 90     | 65       |
| ALLIED LINES                       | 365      | 365    | 0         | 14     | 27       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 14       | 14     | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 2,058    | 2,058  | 0         | 842    | 2,329    |
| OTHER LIABILITY                    | 409      | 263    | 0         | 72     | 96       |
| AUTO LIABILITY - PRIVATE PASSENGER | 423      | 421    | 0         | 207    | 192      |
| - COMMERCIAL                       | 6,422    | 6,422  | 0         | 1,385  | 4,289    |
| PHYSICAL DAMAGE - PP AUTO          | 312      | 297    | 0         | 93     | 117      |
| - COMMERCIAL AUTO                  | 1,908    | 1,908  | 0         | 1,258  | 1,367    |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 188      | 188    | 0         | 222    | 330      |
| OTHER                              | 336      | 336    | 0         | 28     | 20       |
| TOTAL                              | 13,095   | 12,932 | 0         | 4,295  | 8,856    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 25968 COMPANY: USAA CASUALTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 201      | 178    | 0         | 20     | 75       |
| ALLIED LINES                       | 94       | 82     | 0         | 8      | 57       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 4,236    | 3,835  | 119       | 1,434  | 1,501    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 90       | 79     | 0         | 85     | 88       |
| INLAND MARINE                      | 206      | 194    | 0         | 68     | 52       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 86       | 71     | 0         | 0      | 17       |
| AUTO LIABILITY - PRIVATE PASSENGER | 19,051   | 18,591 | 540       | 10,196 | 13,094   |
| - COMMERCIAL                       | 6        | -7     | 0         | 2      | 14       |
| PHYSICAL DAMAGE - PP AUTO          | 11,784   | 11,097 | 347       | 6,674  | 6,776    |
| - COMMERCIAL AUTO                  | 2        | -1     | 0         | 4      | 5        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 3        | 2      | 0         | 0      | 0        |
| TOTAL                              | 35,762   | 34,125 | 1,007     | 18,495 | 21,683   |

NAIC NO: 18600 COMPANY: USAA GENERAL INDEMNITY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 583      | 542    | 0         | 50     | 60       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 583      | 542    | 0         | 50     | 60       |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 11835 COMPANY: USF RE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 25976 COMPANY: UTICA MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 105      | 98     | 0         | 13     | 26       |
| ALLIED LINES                       | 35       | 31     | 0         | 5      | 4        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 272      | 244    | 0         | 82     | 123      |
| - COMMERCIAL                       | 139      | 254    | 0         | 66     | -125     |
| OCEAN MARINE                       | 1        | 0      | 0         | 0      | -1       |
| INLAND MARINE                      | 125      | 162    | 0         | 5      | -76      |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 887      | 878    | 75        | 430    | 613      |
| OTHER LIABILITY                    | 1,181    | 1,076  | 0         | 77     | 22       |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,365    | 1,268  | 0         | 898    | 1,281    |
| - COMMERCIAL                       | 466      | 816    | 0         | 325    | 1,030    |
| PHYSICAL DAMAGE - PP AUTO          | 1,003    | 916    | 0         | 555    | 633      |
| - COMMERCIAL AUTO                  | 103      | 225    | 0         | 131    | 129      |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 240      | 244    | 0         | 0      | 1        |
| OTHER                              | -2       | 3      | 0         | 3      | 3        |
| TOTAL                              | 5,935    | 6,234  | 75        | 2,594  | 3,674    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26611 COMPANY: VALIANT INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1,743    | 1,694  | 0         | 1,057  | 1,110    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 79       | 79     | 0         | 34     | 39       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 64       | 27     | 0         | 13     | 41       |
| OTHER LIABILITY                    | 3        | 4      | 0         | 3      | 5        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,921    | 1,872  | 0         | 1,485  | 2,252    |
| - COMMERCIAL                       | 12       | 12     | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,687    | 1,618  | 0         | 841    | 882      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 5,528    | 5,326  | 0         | 3,436  | 4,332    |

NAIC NO: 20508 COMPANY: VALLEY FORGE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 888      | 883    | 0         | 655    | 856      |
| - COMMERCIAL                       | 2,163    | 1,523  | 0         | 1,367  | 1,827    |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 79       | 78     | 0         | 36     | 39       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 813      | 727    | 37        | 416    | 625      |
| OTHER LIABILITY                    | 432      | 269    | 0         | 27     | 159      |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,337    | 1,191  | 0         | 717    | 964      |
| - COMMERCIAL                       | 55       | 51     | 0         | -91    | -89      |
| PHYSICAL DAMAGE - PP AUTO          | 1,132    | 1,053  | 0         | 550    | 541      |
| - COMMERCIAL AUTO                  | 48       | 44     | 0         | 5      | 5        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 3        | 3      | 0         | 0      | 0        |
| OTHER                              | 2        | 2      | 0         | 2      | 3        |
| TOTAL                              | 6,965    | 5,835  | 37        | 3,688  | 4,935    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24554 COMPANY: VANGUARD INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 46       | 48     | 0         | 6      | 7        |
| ALLIED LINES                       | 19       | 21     | 0         | 2      | 3        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 166      | 172    | 0         | 80     | 81       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 1        | 1      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 3        | 4      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | -1       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 237      | 248    | 0         | 90     | 92       |

NAIC NO: 18759 COMPANY: VEREX ASSURANCE INC

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 1,543    | 2,241  | 0         | 5,082  | 5,847    |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,543    | 2,241  | 0         | 5,082  | 5,847    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26018 COMPANY: VERMONT MUTUAL INSURANCE COMPANY

|                                    | PREMIUMS |        |           | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED | DIVIDENDS | PAID   | INCURRED |
| FIRE                               | 229      | 242    | 0         | 20     | -49      |
| ALLIED LINES                       | 90       | 83     | 0         | 25     | 31       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 708      | 698    | 0         | 556    | 888      |
| - COMMERCIAL                       | 943      | 833    | 0         | 288    | 333      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 26       | 28     | 0         | 5      | 5        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 27       | 27     | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,027    | 1,914  | 0         | 896    | 1,209    |

NAIC NO: 20397 COMPANY: VIGILANT INSURANCE COMPANY

|                                    | PREMIUMS |        |           | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED | DIVIDENDS | PAID   | INCURRED |
| FIRE                               | -1       | -1     | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 2,913    | 2,612  | 0         | 1,521  | 2,567    |
| - COMMERCIAL                       | 46       | 35     | 0         | 0      | 0        |
| OCEAN MARINE                       | 8        | 12     | 0         | 0      | -1       |
| INLAND MARINE                      | 642      | 597    | 0         | 106    | 86       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 70     | -13      |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,196    | 1,112  | 152       | 551    | 824      |
| OTHER LIABILITY                    | 209      | 171    | 0         | 1,000  | 1,097    |
| AUTO LIABILITY - PRIVATE PASSENGER | 283      | 276    | 0         | 287    | -1       |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 274      | 306    | 0         | 77     | 78       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 2        | 0      | 0         | 0      | 0        |
| TOTAL                              | 5,576    | 5,123  | 152       | 3,614  | 4,639    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 40827 COMPANY: VIRGINIA SURETY COMPANY, INC.

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 109      | 140    | 0         | 5      | 137      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 169      | 244    | 0         | 0      | 65       |
| OTHER                              | 9,189    | 6,689  | 6         | 4,651  | 4,321    |
| TOTAL                              | 9,469    | 7,074  | 6         | 4,658  | 4,525    |

NAIC NO: 19658 COMPANY: VISTA INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 41211 COMPANY: VOYAGER GUARANTY INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 320      | 280    | 0         | 24     | 19       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 2,836    | 1,132  | 0         | 1,002  | 965      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 61       | 47     | 0         | 23     | 22       |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 3,239    | 1,460  | 0         | 1,050  | 1,006    |

NAIC NO: 32778 COMPANY: WASHINGTON INTERNATIONAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 212      | 209    | 0         | 0      | 23       |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 212      | 209    | 0         | 0      | 23       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26042 COMPANY: WAUSAU UNDERWRITERS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | -8       |
| - COMMERCIAL                       | 69       | 67     | 0         | 34     | 171      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | -2       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 159      | 149    | -3        | 587    | 156      |
| OTHER LIABILITY                    | 521      | 522    | 0         | 157    | 436      |
| AUTO LIABILITY - PRIVATE PASSENGER | 25       | 422    | 0         | 942    | -259     |
| - COMMERCIAL                       | 151      | 162    | 0         | 71     | 574      |
| PHYSICAL DAMAGE - PP AUTO          | 37       | 221    | 0         | 218    | 125      |
| - COMMERCIAL AUTO                  | 61       | 56     | 0         | 8      | 9        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,024    | 1,602  | -3        | 2,018  | 1,204    |

NAIC NO: 24090 COMPANY: WEST AMERICAN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 175      | 123    | 0         | 1      | 6        |
| ALLIED LINES                       | 77       | 52     | 0         | 5      | 19       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 610      | 581    | 0         | 498    | 470      |
| - COMMERCIAL                       | 982      | 822    | 0         | 205    | 239      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 24       | 25     | 0         | 3      | 3        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,355    | 1,225  | 193       | 570    | 885      |
| OTHER LIABILITY                    | 982      | 929    | 0         | 33     | 308      |
| AUTO LIABILITY - PRIVATE PASSENGER | 963      | 972    | 0         | 952    | 679      |
| - COMMERCIAL                       | 673      | 488    | 0         | 166    | 175      |
| PHYSICAL DAMAGE - PP AUTO          | 671      | 665    | 0         | 321    | 345      |
| - COMMERCIAL AUTO                  | 235      | 177    | 0         | 47     | 55       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 2        | 0      | 0         | 0      | 0        |
| TOTAL                              | 6,760    | 6,072  | 193       | 2,806  | 3,188    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 21121 COMPANY: WESTCHESTER FIRE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 3        | 3      | 0         | 0      | 0        |
| ALLIED LINES                       | 1        | 1      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 13       | 16     | 0         | 7      | 6        |
| - COMMERCIAL                       | 525      | 512    | 0         | 24     | 122      |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 3        | 25     | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | -16      | 53     | 37        | 235    | 202      |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 30       | 24     | 0         | 53     | 212      |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 16       | 13     | 0         | 10     | 12       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 2        | 2      | 0         | 0      | 0        |
| OTHER                              | 1        | 1      | 0         | 0      | 0        |
| TOTAL                              | 581      | 654    | 37        | 330    | 555      |

NAIC NO: 26093 COMPANY: WESTERN CASUALTY AND SURETY COMPANY THE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1980

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 32883 COMPANY: WESTERN EMPLOYERS INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 77     | 52       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 99     | -38      |
| OTHER LIABILITY                    | 0        | 4      | 0         | 0      | -196     |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | -2       |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 4      | 0         | 177    | -184     |

NAIC NO: 13188 COMPANY: WESTERN SURETY COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 48       | 47     | 0         | 0      | 7        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 1,201    | 1,100  | 0         | 72     | 130      |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,249    | 1,148  | 0         | 72     | 137      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 24112 COMPANY: WESTFIELD INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 5        | 5      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 1        | 1      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 7        | 7      | 0         | 0      | 0        |

NAIC NO: 12599 COMPANY: WINDSOR INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 3,978    | 4,215  | 0         | 2,803  | 1,988    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 1,133    | 1,223  | 0         | 501    | 458      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 5,119    | 5,446  | 0         | 3,305  | 2,447    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26166 COMPANY: WINDSOR-MOUNT JOY MUTUAL INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 227      | 218    | 0         | 108    | 122      |
| ALLIED LINES                       | 50       | 48     | 0         | 19     | 31       |
| MULTIPLE PERIL - FARMOWNERS        | 75       | 79     | 0         | 34     | 48       |
| - HOMEOWNERS                       | 475      | 403    | 0         | 295    | 290      |
| - COMMERCIAL                       | 131      | 121    | 0         | 17     | -21      |
| OCEAN MARINE                       | 572      | 533    | 0         | 292    | 586      |
| INLAND MARINE                      | 14       | 15     | 0         | 7      | 6        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 30       | 29     | 0         | 13     | 14       |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 1,578    | 1,448  | 0         | 788    | 1,079    |

NAIC NO: 18740 COMPANY: WISCONSIN MORTGAGE ASSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,264    | 2,016  | 0         | 18,763 | -12,443  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26050 COMPANY: WORLDWIDE UNDERWRITERS INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 4        | 2      | 0         | 2      | 3        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,438    | 1,210  | 0         | 449    | 1,201    |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 695      | 562    | 0         | 366    | 416      |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 2,143    | 1,780  | 0         | 815    | 1,621    |

NAIC NO: 11126 COMPANY: YASUDA FIRE & MARINE INSURANCE

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 1        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 25       | 16     | 0         | 0      | -3       |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | -3       |
| INLAND MARINE                      | 3        | 3      | 0         | 0      | -1       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 9        | 9      | 0         | 0      | -10      |
| OTHER LIABILITY                    | 7        | 5      | 0         | 0      | -5       |
| AUTO LIABILITY - PRIVATE PASSENGER | 2        | 1      | 0         | 0      | 4        |
| - COMMERCIAL                       | 75       | 64     | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 2        | 1      | 0         | 4      | 3        |
| - COMMERCIAL AUTO                  | 39       | 38     | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 165      | 141    | 0         | 4      | -10      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 26220 COMPANY: YOSEMITE INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 0        | 0      | 0         | 0      | 0        |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 0        |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 0        | 0      | 0         | 0      | 0        |

NAIC NO: 27855 COMPANY: ZURICH AMERICAN INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 0        | 0      | 0         | 0      | 0        |
| ALLIED LINES                       | 0        | 0      | 0         | 0      | 0        |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| OCEAN MARINE                       | 0        | 0      | 0         | 0      | 0        |
| INLAND MARINE                      | 0        | 0      | 0         | 0      | 0        |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 0        | 0      | 0         | 9      | 0        |
| WORKMEN'S COMPENSATION             | 237      | 117    | 0         | 4      | 41       |
| OTHER LIABILITY                    | 0        | 0      | 0         | 0      | 378      |
| AUTO LIABILITY - PRIVATE PASSENGER | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 0        | 0      | 0         | 0      | 0        |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 0        | 0      | 0         | 0      | 0        |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 0        | 0      | 0         | 0      | 0        |
| OTHER                              | 0        | 0      | 0         | 0      | 0        |
| TOTAL                              | 237      | 117    | 0         | 4      | 419      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
 BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN PROPERTY AND CASUALTY INSURANCE

NAIC NO: 16535 COMPANY: ZURICH INSURANCE COMPANY

|                                    | PREMIUMS |        | DIVIDENDS | LOSSES |          |
|------------------------------------|----------|--------|-----------|--------|----------|
|                                    | WRITTEN  | EARNED |           | PAID   | INCURRED |
| FIRE                               | 62       | 60     | 0         | 11     | 8        |
| ALLIED LINES                       | 60       | 61     | 0         | 32     | 39       |
| MULTIPLE PERIL - FARMOWNERS        | 0        | 0      | 0         | 0      | 0        |
| - HOMEOWNERS                       | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL                       | 462      | 385    | 0         | 102    | 20       |
| OCEAN MARINE                       | 110      | 113    | 0         | 17     | 42       |
| INLAND MARINE                      | 411      | 397    | 0         | 35     | 27       |
| MEDICAL MALPRACTICE                | 0        | 0      | 0         | 0      | 0        |
| ACCIDENT AND SICKNESS              | 5        | 5      | 0         | 0      | 0        |
| WORKMEN'S COMPENSATION             | 1,465    | 1,237  | 0         | 620    | 1,466    |
| OTHER LIABILITY                    | 3,487    | 3,167  | 0         | 1,273  | 2,687    |
| AUTO LIABILITY - PRIVATE PASSENGER | 60       | 50     | 0         | 1      | -23      |
| - COMMERCIAL                       | 723      | 842    | 0         | 723    | 1,313    |
| PHYSICAL DAMAGE - PP AUTO          | 0        | 0      | 0         | 0      | 0        |
| - COMMERCIAL AUTO                  | 109      | 114    | 0         | 72     | 78       |
| CREDIT                             | 0        | 0      | 0         | 0      | 0        |
| FIDELITY AND SURETY                | 2        | 2      | 0         | 0      | 0        |
| OTHER                              | 75       | 50     | 0         | 13     | 0        |
| TOTAL                              | 7,037    | 6,503  | 0         | 2,903  | 5,660    |

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: TOTAL FOREIGN PROPERTY AND CASUALTY

|                                    | PREMIUMS  |           |           | LOSSES    |           |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|
|                                    | WRITTEN   | EARNED    | DIVIDENDS | PAID      | INCURRED  |
| FIRE                               | 73,842    | 78,171    | 785       | 34,590    | 38,491    |
| ALLIED LINES                       | 34,929    | 31,445    | 93        | 21,620    | 21,477    |
| MULTIPLE PERIL - FARMOWNERS        | 7,008     | 6,990     | 0         | 3,615     | 4,054     |
| - HOMEOWNERS                       | 307,715   | 297,457   | 3,441     | 166,772   | 179,152   |
| - COMMERCIAL                       | 370,234   | 366,916   | 1,486     | 106,090   | 119,076   |
| OCEAN MARINE                       | 19,700    | 19,483    | 41        | 9,689     | 11,913    |
| INLAND MARINE                      | 100,237   | 100,105   | 606       | 37,085    | 31,310    |
| MEDICAL MALPRACTICE                | 74,119    | 69,581    | 0         | 20,323    | 45,720    |
| ACCIDENT AND SICKNESS              | 57,666    | 58,965    | 0         | 40,716    | 38,021    |
| WORKMEN'S COMPENSATION             | 524,156   | 516,756   | 29,530    | 325,195   | 404,998   |
| OTHER LIABILITY                    | 366,940   | 356,243   | 1,312     | 91,766    | 169,936   |
| AUTO LIABILITY - PRIVATE PASSENGER | 995,159   | 982,032   | 11,956    | 613,556   | 712,075   |
| - COMMERCIAL                       | 299,492   | 292,588   | 2,093     | 154,716   | 212,606   |
| PHYSICAL DAMAGE - PP AUTO          | 615,329   | 607,415   | 7,963     | 346,010   | 354,142   |
| - COMMERCIAL AUTO                  | 97,264    | 96,470    | 162       | 38,239    | 37,275    |
| CREDIT                             | 40,978    | 40,645    | 0         | 56,868    | 20,906    |
| FIDELITY AND SURETY                | 69,765    | 66,266    | 3         | 14,712    | 12,146    |
| OTHER                              | 61,590    | 58,837    | 117       | 22,837    | 9,574     |
| TOTAL                              | 4,126,197 | 4,056,241 | 59,594    | 2,123,672 | 2,411,728 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT PROPERTY AND CASUALTY INSURANCE  
BUSINESS TRANSACTED BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

## TYPE: TOTAL PROPERTY AND CASUALTY

|                                    | PREMIUMS  |           | DIVIDENDS | LOSSES    |           |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|
|                                    | WRITTEN   | EARNED    |           | PAID      | INCURRED  |
| FIRE                               | 77,174    | 81,365    | 806       | 35,861    | 39,848    |
| ALLIED LINES                       | 36,421    | 32,893    | 108       | 23,226    | 22,850    |
| MULTIPLE PERIL - FARMOWNERS        | 13,915    | 13,876    | 0         | 8,271     | 7,890     |
| - HOMEOWNERS                       | 319,490   | 308,560   | 3,441     | 174,238   | 187,674   |
| - COMMERCIAL                       | 374,466   | 370,855   | 2,027     | 106,688   | 119,724   |
| OCEAN MARINE                       | 19,700    | 19,483    | 41        | 9,689     | 11,913    |
| INLAND MARINE                      | 101,473   | 101,276   | 628       | 37,501    | 31,758    |
| MEDICAL MALPRACTICE                | 110,926   | 106,025   | 0         | 28,073    | 57,182    |
| ACCIDENT AND SICKNESS              | 57,784    | 59,084    | 0         | 40,823    | 38,157    |
| WORKMEN'S COMPENSATION             | 534,534   | 527,141   | 30,353    | 331,381   | 413,106   |
| OTHER LIABILITY                    | 387,020   | 375,428   | 1,312     | 95,122    | 173,967   |
| AUTO LIABILITY - PRIVATE PASSENGER | 1,032,618 | 1,019,048 | 11,956    | 638,072   | 738,290   |
| - COMMERCIAL                       | 305,060   | 297,963   | 2,093     | 157,717   | 216,643   |
| PHYSICAL DAMAGE - PP AUTO          | 643,735   | 630,397   | 7,963     | 359,876   | 367,634   |
| - COMMERCIAL AUTO                  | 99,991    | 99,584    | 325       | 39,644    | 38,248    |
| CREDIT                             | 43,222    | 43,093    | 0         | 57,194    | 21,182    |
| FIDELITY AND SURETY                | 69,782    | 66,281    | 13        | 14,712    | 12,146    |
| OTHER                              | 67,492    | 59,649    | 117       | 23,065    | 9,919     |
| TOTAL                              | 4,304,917 | 4,221,924 | 61,189    | 2,201,227 | 2,496,189 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PART 3

WORKERS' COMPENSATION  
GROUP SELF-INSURANCE ASSOCIATIONS

WORKMEN'S COMPENSATION GROUP SELF-INSURANCE ASSOCIATIONS  
FOR THE YEAR 1988NAIC NO: WC022 COMPANY: COMMONWEALTH CONTRACTORS GROUP  
WC007 SCHOOL SYSTEMS OF VIRGINIA GROUP SELF-  
WC009 VADA GROUP SELF-INSURANCE ASSOCIATIONNAIC NO: WC015 COMPANY: MERCHANTS OF VIRGINIA GROUP SELF-  
WC008 UNITED CONTRACTORS OF VIRGINIA GROUP  
WC010 VIRGINIA AGGREGATES GROUP SELF-INSURANCE

| NAIC NO:                                 | WC022 | WC015 | WC007 | WC008 | WC009 | WC010 |
|------------------------------------------|-------|-------|-------|-------|-------|-------|
| ADMITTED ASSETS                          | 7,177 | 4,163 | 1,564 | 6,934 | 3,657 | 795   |
| LIABILITIES                              | 7,177 | 4,163 | 1,564 | 6,934 | 3,657 | 987   |
| MEMBERS EQUITY                           | 0     | 0     | 0     | 0     | 0     | -191  |
| EXCESS PREMIUMS INCURRED                 | 739   | 270   | 128   | 383   | 136   | 97    |
| NET PREMIUMS WRITTEN                     | 0     | 0     | 0     | 0     | 0     | 0     |
| NET PREMIUMS EARNED                      | 6,657 | 2,138 | 979   | 3,698 | 1,726 | 881   |
| LOSS ADJUSTMENT EXPENSES INCURRED        | 472   | 25    | 7     | 43    | 200   | 88    |
| LOSSES PAID                              | 0     | 0     | 0     | 0     | 0     | 0     |
| LOSSES INCURRED                          | 4,252 | 2,129 | 802   | 2,503 | 1,098 | 721   |
| OTHER UND EXP INCURRED (TOTAL LINES 4+5) | 738   | 467   | 221   | 898   | 179   | 90    |
| NET UNDERWRITING GAIN OR LOSS            | 1,193 | -483  | -51   | 260   | 247   | -19   |
| NET INVESTMENT GAIN OR LOSS              | 235   | 266   | 111   | 367   | 205   | 31    |
| TOTAL OTHER INCOME                       | 15    | 5     | 0     | 7     | 4     | 0     |
| DIVIDENDS TO MEMBERS                     | 1,393 | 449   | 94    | 0     | 491   | 0     |
| NET INCOME                               | 1,382 | -614  | 60    | 549   | 342   | 7     |
| DIVIDENDS DECLARED, BUT UNPAID           | 3,862 | 1,299 | 716   | 2,569 | 2,217 | 284   |

NAIC NO: WC017 COMPANY: VIRGINIA CONTRACTORS GROUP SELF-  
WC005 VIRGINIA INDEPENDENT COAL OPERATORS  
WC016 VIRGINIA RETAIL MERCHANTS GROUP SELF-NAIC NO: WC018 COMPANY: VIRGINIA FOODSERVICE GROUP SELF-  
WC021 VIRGINIA MUNICIPAL GROUP SELF-INSURANCE  
WC023 WCAHC CONTRACTORS GROUP

| NAIC NO:                                 | WC017 | WC018 | WC005 | WC021  | WC016 | WC023 |
|------------------------------------------|-------|-------|-------|--------|-------|-------|
| ADMITTED ASSETS                          | 3,363 | 1,241 | 6,484 | 23,292 | 2,719 | 1,612 |
| LIABILITIES                              | 1,807 | 798   | 6,346 | 16,467 | 2,719 | 1,584 |
| MEMBERS EQUITY                           | 1,556 | 443   | 138   | 6,824  | 0     | 28    |
| EXCESS PREMIUMS INCURRED                 | 176   | 73    | 639   | 327    | 252   | 144   |
| NET PREMIUMS WRITTEN                     | 0     | 0     | 0     | 0      | 0     | 0     |
| NET PREMIUMS EARNED                      | 1,719 | 880   | 3,241 | 9,588  | 2,506 | 1,063 |
| LOSS ADJUSTMENT EXPENSES INCURRED        | 130   | 55    | 398   | 599    | 200   | 2     |
| LOSSES PAID                              | 0     | 0     | 0     | 0      | 0     | 0     |
| LOSSES INCURRED                          | 896   | 655   | 2,399 | 5,559  | 1,736 | 893   |
| OTHER UND EXP INCURRED (TOTAL LINES 4+5) | 386   | 158   | 358   | 1,627  | 450   | 254   |
| NET UNDERWRITING GAIN OR LOSS            | 305   | 11    | 85    | 1,801  | 118   | -87   |
| NET INVESTMENT GAIN OR LOSS              | 174   | 73    | 406   | 1,200  | 211   | 92    |
| TOTAL OTHER INCOME                       | 0     | 0     | 0     | 0      | 0     | 0     |
| DIVIDENDS TO MEMBERS                     | 250   | 83    | 0     | 876    | 0     | 140   |
| NET INCOME                               | 480   | 76    | 366   | 3,002  | -245  | -21   |
| DIVIDENDS DECLARED, BUT UNPAID           | 0     | 0     | 0     | 0      | 830   | 439   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

WORKMEN'S COMPENSATION GROUP SELF-INSURANCE ASSOCIATIONS  
FOR THE YEAR 1988

NAIC NO: WC006 COMPANY: WOOD PRODUCTS OF VIRGINIA GROUP SELF-

NAIC NO:

WC006

|                                          |       |
|------------------------------------------|-------|
| ADMITTED ASSETS *                        | 2,608 |
| LIABILITIES                              | 2,608 |
| MEMBERS EQUITY                           | 0     |
| EXCESS PREMIUMS INCURRED                 | 296   |
| NET PREMIUMS WRITTEN                     | 0     |
| NET PREMIUMS EARNED                      | 1,329 |
| LOSS ADJUSTMENT EXPENSES INCURRED        | 15    |
| LOSSES PAID                              | 0     |
| LOSSES INCURRED                          | 1,673 |
| OTHER UND EXP INCURRED (TOTAL LINES 4+5) | 326   |
| NET UNDERWRITING GAIN OR LOSS            | -686  |
| NET INVESTMENT GAIN OR LOSS              | 155   |
| TOTAL OTHER INCOME                       | 2     |
| DIVIDENDS TO MEMBERS                     | 0     |
| NET INCOME                               | -597  |
| DIVIDENDS DECLARED, BUT UNPAID           | 485   |



WORKMEN'S COMPENSATION GROUP SELF-INSURANCE ASSOCIATIONS  
FOR THE YEAR 1988

|                                          | TOTAL  |
|------------------------------------------|--------|
| ADMITTED ASSETS                          | 65,615 |
| LIABILITIES                              | 56,816 |
| MEMBERS EQUITY                           | 8,798  |
| EXCESS PREMIUMS INCURRED                 | 3,576  |
| NET PREMIUMS WRITTEN                     | 0      |
| NET PREMIUMS EARNED                      | 36,410 |
| LOSS ADJUSTMENT EXPENSES INCURRED        | 2,239  |
| LOSSES PAID                              | 0      |
| LOSSES INCURRED                          | 25,323 |
| OTHER UND EXP INCURRED (TOTAL LINES 4+5) | 6,151  |
| NET UNDERWRITING GAIN OR LOSS            | 2,695  |
| NET INVESTMENT GAIN OR LOSS              | 3,613  |
| TOTAL OTHER INCOME                       | 36     |
| DIVIDENDS TO MEMBERS                     | 3,781  |
| NET INCOME                               | 4,789  |
| DIVIDENDS DECLARED, BUT UNPAID           | 12,794 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PART 4  
MUTUAL ASSESSMENT FIRE

GENERAL FINANCIAL INFORMATION OF MUTUAL ASSESSMENT FIRE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1968

TYPE: MUTUAL ASSESSMENT FIRE

NAIC NO: 00001 COMPANY: ALBEMARLE HOME MUTUAL FIRE INSURANCE  
32379 BEDFORD MUTUAL INSURANCE COMPANY,  
32387 DAN RIVER FARMERS MUTUAL FIRE INSURANCE

NAIC NO: 28851 COMPANY: AUGUSTA MUTUAL INSURANCE COMPANY  
28843 COMMONWEALTH MUTUAL FIRE INSURANCE  
32395 FARMERS MUTUAL FIRE INSURANCE COMPANY OF

|                                 | NAIC NO: | 00001 | 28851   | 32379   | 28843 | 32387 | 32395   |
|---------------------------------|----------|-------|---------|---------|-------|-------|---------|
| ADMITTED ASSETS                 |          | 341   | 3,857   | 754     | 457   | 215   | 1,765   |
| LIABILITIES                     |          | 5     | 1,240   | 351     | 1     | 12    | 336     |
| SURPLUS                         |          | 335   | 2,616   | 402     | 455   | 202   | 1,428   |
| NET ASSESSMENTS RECEIVED        |          | 8     | 2,052   | 421     | 0     | 10    | 468     |
| TOTAL INVESTMENT INCOME         |          | 24    | 266     | 60      | 3     | 40    | 121     |
| OTHER INCOME                    |          | 0     | 50      | 97      | 647   | 0     | 35      |
| TOTAL INCOME                    |          | 33    | 2,377   | 579     | 650   | 50    | 624     |
| NET LOSSES                      |          | 0     | 664     | 129     | 0     | 0     | 120     |
| TOTAL DISBURSEMENTS             |          | 12    | 1,767   | 564     | 599   | 50    | 396     |
| OTHER EXPENSES                  |          | 12    | 1,103   | 434     | 599   | 57    | 276     |
| NET INCOME                      |          | 20    | 609     | 15      | 51    | -7    | 228     |
| LEDGER ASSETS BEGINNING OF YEAR |          | 316   | 3,220   | 827     | 403   | 234   | 1,540   |
| LEDGER ASSETS END OF YEAR       |          | 337   | 3,830   | 842     | 454   | 226   | 1,768   |
| INSURANCE IN FORCE              |          | 0     | 786,572 | 299,737 | 126   | 1,392 | 231,951 |

NAIC NO: 00004 COMPANY: FARMERS MUTUAL FIRE INSURANCE COMPANY OF  
32409 GRAYSON-CARROLL-WYTHE MUTUAL INSURANCE  
00007 HIGHLAND MUTUAL FIRE INSURANCE COMPANY

NAIC NO: 00006 COMPANY: FLOYD COUNTY MUTUAL FIRE INSURANCE  
28924 HENRICO MUTUAL FIRE INSURANCE COMPANY  
00085 INTERSTATE MUTUAL FIRE INSURANCE COMPANY

|                                 | NAIC NO: | 00004 | 00006  | 32409   | 28924   | 00007  | 00085   |
|---------------------------------|----------|-------|--------|---------|---------|--------|---------|
| ADMITTED ASSETS                 |          | 212   | 735    | 2,869   | 891     | 153    | 927     |
| LIABILITIES                     |          | 0     | 83     | 512     | 368     | 0      | 75      |
| SURPLUS                         |          | 212   | 651    | 2,357   | 523     | 152    | 851     |
| NET ASSESSMENTS RECEIVED        |          | 25    | 126    | 868     | 478     | 36     | 905     |
| TOTAL INVESTMENT INCOME         |          | 12    | 43     | 180     | 69      | 9      | 56      |
| OTHER INCOME                    |          | 0     | 3      | 54      | 87      | 0      | 0       |
| TOTAL INCOME                    |          | 38    | 173    | 1,102   | 634     | 45     | 962     |
| NET LOSSES                      |          | 7     | 58     | 412     | 354     | 9      | 421     |
| TOTAL DISBURSEMENTS             |          | 30    | 116    | 820     | 742     | 16     | 873     |
| OTHER EXPENSES                  |          | 23    | 58     | 408     | 388     | 7      | 452     |
| NET INCOME                      |          | 7     | 57     | 282     | -108    | 28     | 88      |
| LEDGER ASSETS BEGINNING OF YEAR |          | 205   | 676    | 2,555   | 996     | 122    | 823     |
| LEDGER ASSETS END OF YEAR       |          | 212   | 733    | 2,837   | 888     | 151    | 911     |
| INSURANCE IN FORCE              |          | 3,961 | 30,883 | 398,647 | 380,678 | 14,846 | 188,123 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF MUTUAL ASSESSMENT FIRE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1988

TYPE: MUTUAL ASSESSMENT FIRE

NAIC NO: 14699 COMPANY: LOUDOUN MUTUAL INSURANCE COMPANY  
28835 MUTUAL ASSURANCE SOCIETY OF VIRGINIA  
00010 MUTUAL FIRE INSURANCE CORPORATION OFNAIC NO: 00008 COMPANY: LOUISA FARMERS FIRE INSURANCE COMPANY  
00023 MUTUAL FIRE INSURANCE COMPANY OF BLAND  
14877 NORTHERN NECK INSURANCE COMPANY

|                                 | NAIC NO: | 14699     | 00008 | 28835     | 00023 | 00010 | 14877     |
|---------------------------------|----------|-----------|-------|-----------|-------|-------|-----------|
| ADMITTED ASSETS                 |          | 16,564    | 83    | 101,431   | 30    | 17    | 16,530    |
| LIABILITIES                     |          | 4,812     | 9     | 1,985     | 0     | 0     | 7,363     |
| SURPLUS                         |          | 11,751    | 83    | 99,446    | 38    | 17    | 9,166     |
| NET ASSESSMENTS RECEIVED        |          | 6,339     | 0     | 505       | 0     | 0     | 9,789     |
| TOTAL INVESTMENT INCOME         |          | 1,822     | 8     | 10,800    | 2     | 0     | 1,197     |
| OTHER INCOME                    |          | 117       | 0     | 526       | 0     | 0     | 253       |
| TOTAL INCOME                    |          | 8,280     | 8     | 11,832    | 3     | 9     | 11,241    |
| NET LOSSES                      |          | 2,929     | 0     | 868       | 6     | 0     | 5,438     |
| TOTAL DISBURSEMENTS             |          | 6,468     | 0     | 3,842     | 10    | 3     | 10,616    |
| OTHER EXPENSES                  |          | 3,548     | 0     | 2,982     | 3     | 2     | 5,177     |
| NET INCOME                      |          | 1,811     | 7     | 7,989     | -6    | 6     | 624       |
| LEDGER ASSETS BEGINNING OF YEAR |          | 14,023    | 76    | 65,404    | 45    | 11    | 13,860    |
| LEDGER ASSETS END OF YEAR       |          | 15,835    | 83    | 73,393    | 38    | 17    | 14,484    |
| INSURANCE IN FORCE              |          | 2,941,589 | 415   | 1,521,308 | 2,423 | 2,719 | 4,195,188 |

NAIC NO: 28827 COMPANY: PATRICK COUNTY FARMERS MUTUAL INSURANCE  
00014 PULASKI AND GILES MUTUAL INSURANCE  
00016 ROCKBRIDGE MUTUAL FIRE INSURANCE COMPANYNAIC NO: 32441 COMPANY: PRINCE GEORGE MUTUAL FIRE INSURANCE  
00015 RAPPAHANNOCK HOME MUTUAL FIRE INSURANCE  
32417 ROCKINGHAM MUTUAL INSURANCE COMPANY

|                                 | NAIC NO: | 28827 | 32441 | 00014  | 00015 | 00016  | 32417     |
|---------------------------------|----------|-------|-------|--------|-------|--------|-----------|
| ADMITTED ASSETS                 |          | 264   | 219   | 633    | 497   | 275    | 12,779    |
| LIABILITIES                     |          | 16    | 2     | 25     | 0     | 1      | 4,908     |
| SURPLUS                         |          | 248   | 217   | 608    | 496   | 273    | 7,870     |
| NET ASSESSMENTS RECEIVED        |          | 37    | 6     | 141    | 17    | 65     | 5,588     |
| TOTAL INVESTMENT INCOME         |          | 19    | 10    | 39     | 33    | 21     | 695       |
| OTHER INCOME                    |          | 2     | 0     | 1      | 1     | 74     | 766       |
| TOTAL INCOME                    |          | 59    | 17    | 182    | 52    | 162    | 7,051     |
| NET LOSSES                      |          | 15    | 1     | 67     | 11    | 64     | 3,182     |
| TOTAL DISBURSEMENTS             |          | 43    | 6     | 129    | 23    | 104    | 6,873     |
| OTHER EXPENSES                  |          | 28    | 5     | 62     | 12    | 40     | 3,691     |
| NET INCOME                      |          | 15    | 10    | 52     | 29    | 57     | 177       |
| LEDGER ASSETS BEGINNING OF YEAR |          | 246   | 209   | 574    | 458   | 224    | 11,158    |
| LEDGER ASSETS END OF YEAR       |          | 262   | 219   | 627    | 487   | 281    | 11,336    |
| INSURANCE IN FORCE              |          | 6,758 | 3,223 | 31,189 | 6,533 | 30,407 | 2,828,633 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF MUTUAL ASSESSMENT FIRE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1988

TYPE: MUTUAL ASSESSMENT FIRE

NAIC NO: 31283 COMPANY: SHENANDOAH MUTUAL FIRE INSURANCE COMPANY    NAIC NO: 32425 COMPANY: SMYTH COUNTY MUTUAL INSURANCE COMPANY  
00026                      UNION OF AMERICA MUTUAL INSURANCE

|                                 | NAIC NO: | 31283   | 32425   | 00026  |
|---------------------------------|----------|---------|---------|--------|
| ADMITTED ASSETS                 |          | 1,180   | 891     | 333    |
| LIABILITIES                     |          | 637     | 221     | 89     |
| SURPLUS                         |          | 543     | 669     | 244    |
| NET ASSESSMENTS RECEIVED        |          | 745     | 1,022   | 345    |
| TOTAL INVESTMENT INCOME         |          | 80      | 55      | 17     |
| OTHER INCOME                    |          | 30      | 47      | 16     |
| TOTAL INCOME                    |          | 855     | 1,126   | 373    |
| NET LOSSES                      |          | 506     | 514     | 156    |
| TOTAL DISBURSEMENTS             |          | 851     | 990     | 360    |
| OTHER EXPENSES                  |          | 345     | 475     | 204    |
| NET INCOME                      |          | 4       | 135     | 12     |
| LEDGER ASSETS BEGINNING OF YEAR |          | 1,115   | 791     | 349    |
| LEDGER ASSETS END OF YEAR       |          | 1,120   | 927     | 361    |
| INSURANCE IN FORCE              |          | 421,727 | 356,821 | 50,803 |

GENERAL FINANCIAL INFORMATION OF MUTUAL ASSESSMENT FIRE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1988

## TYPE: MUTUAL ASSESSMENT FIRE

|                                 | TOTAL      |
|---------------------------------|------------|
| ADMITTED ASSETS                 | 164,922    |
| LIABILITIES                     | 23,054     |
| SURPLUS                         | 141,867    |
| NET ASSESSMENTS RECEIVED        | 30,016     |
| TOTAL INVESTMENT INCOME         | 15,692     |
| OTHER INCOME                    | 2,819      |
| TOTAL INCOME                    | 48,529     |
| NET LOSSES                      | 15,924     |
| TOTAL DISBURSEMENTS             | 36,328     |
| OTHER EXPENSES                  | 20,403     |
| NET INCOME                      | 12,200     |
| LEDGER ASSETS BEGINNING OF YEAR | 120,474    |
| LEDGER ASSETS END OF YEAR       | 132,675    |
| INSURANCE IN FORCE              | 14,656,656 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT MUTUAL ASSESSMENT FIRE  
INSURANCE TRANSACTED BY CLASS OF INSURANCE  
DURING THE YEAR OF 1988

NAIC NO: 00001 COMPANY: ALBEMARLE HOME MUTUAL FIRE INSURANCE

NAIC NO: 20051 COMPANY: AUGUSTA MUTUAL INSURANCE COMPANY

| NAIC NO:                    | 00001                      |                       | 20051                      |                       |
|-----------------------------|----------------------------|-----------------------|----------------------------|-----------------------|
|                             | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID |
| FIRE                        | 9                          | 0                     | 465                        | 149                   |
| ALLIED LINES                | 0                          | 0                     | 105                        | 14                    |
| MULTIPLE PERIL - COMMERCIAL | 0                          | 0                     | 349                        | 319                   |
| - FARMOWNERS                | 0                          | 0                     | 194                        | 18                    |
| - HOMEOWNERS                | 0                          | 0                     | 594                        | 513                   |
| - MOBILE HOMEOWNERS         | 0                          | 0                     | 190                        | 9                     |
| - SPECIAL                   | 0                          | 0                     | 0                          | 0                     |
| INLAND MARINE               | 0                          | 0                     | 62                         | 26                    |
| OTHER LIABILITY             | 0                          | 0                     | 186                        | 47                    |
| OTHER                       | 0                          | 0                     | 0                          | 0                     |
| TOTALS                      | 9                          | 0                     | 2,329                      | 1,099                 |

NAIC NO: 32379 COMPANY: BEDFORD MUTUAL INSURANCE COMPANY,

NAIC NO: 20043 COMPANY: COMMONWEALTH MUTUAL FIRE INSURANCE

| NAIC NO:                    | 32379                      |                       | 20043                      |                       |
|-----------------------------|----------------------------|-----------------------|----------------------------|-----------------------|
|                             | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID |
| FIRE                        | 299                        | 65                    | 772                        | 235                   |
| ALLIED LINES                | 0                          | 0                     | 613                        | 56                    |
| MULTIPLE PERIL - COMMERCIAL | 23                         | 0                     | 0                          | 0                     |
| - FARMOWNERS                | 27                         | 9                     | 0                          | 0                     |
| - HOMEOWNERS                | 277                        | 178                   | 0                          | 0                     |
| - MOBILE HOMEOWNERS         | 57                         | 7                     | 0                          | 0                     |
| - SPECIAL                   | 0                          | 0                     | 0                          | 0                     |
| INLAND MARINE               | 0                          | 0                     | 0                          | 0                     |
| OTHER LIABILITY             | 103                        | 6                     | 0                          | 0                     |
| OTHER                       | 7                          | 3                     | 0                          | 0                     |
| TOTALS                      | 796                        | 272                   | 1,386                      | 291                   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT MUTUAL ASSESSMENT FIRE  
INSURANCE TRANSACTED BY CLASS OF INSURANCE  
DURING THE YEAR OF 1988

NAIC NO: 12387 COMPANY: DAM RIVER FARMERS MUTUAL FIRE INSURANCE NAIC NO: 32395 COMPANY: FARMERS MUTUAL FIRE INSURANCE COMPANY OF

| NAIC NO:                    | 32387                      |                       | 32395                      |                       |
|-----------------------------|----------------------------|-----------------------|----------------------------|-----------------------|
|                             | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID |
| FIRE                        | 10                         | 0                     | 267                        | 52                    |
| ALLIED LINES                | 0                          | 0                     | 0                          | 0                     |
| MULTIPLE PERIL - COMMERCIAL | 0                          | 0                     | 18                         | 0                     |
| - FARMOWNERS                | 0                          | 0                     | 0                          | 0                     |
| - HOMEOWNERS                | 0                          | 0                     | 280                        | 106                   |
| - MOBILE HOMEOWNERS         | 0                          | 0                     | 44                         | 4                     |
| - SPECIAL                   | 0                          | 0                     | 0                          | 0                     |
| INLAND MARINE               | 0                          | 0                     | 51                         | 29                    |
| OTHER LIABILITY             | 0                          | 0                     | 42                         | 6                     |
| OTHER                       | 0                          | 0                     | 0                          | 0                     |
| TOTALS                      | 10                         | 0                     | 697                        | 199                   |

NAIC NO: 00004 COMPANY: FARMERS MUTUAL FIRE INSURANCE COMPANY OF NAIC NO: 00006 COMPANY: FLOYD COUNTY MUTUAL FIRE INSURANCE

| NAIC NO:                    | 00004                      |                       | 00006                      |                       |
|-----------------------------|----------------------------|-----------------------|----------------------------|-----------------------|
|                             | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID |
| FIRE                        | 25                         | 7                     | 126                        | 58                    |
| ALLIED LINES                | 0                          | 0                     | 0                          | 0                     |
| MULTIPLE PERIL - COMMERCIAL | 0                          | 0                     | 0                          | 0                     |
| - FARMOWNERS                | 0                          | 0                     | 0                          | 0                     |
| - HOMEOWNERS                | 0                          | 0                     | 0                          | 0                     |
| - MOBILE HOMEOWNERS         | 0                          | 0                     | 0                          | 0                     |
| - SPECIAL                   | 0                          | 0                     | 0                          | 0                     |
| INLAND MARINE               | 0                          | 0                     | 0                          | 0                     |
| OTHER LIABILITY             | 0                          | 0                     | 0                          | 0                     |
| OTHER                       | 0                          | 0                     | 0                          | 0                     |
| TOTALS                      | 25                         | 7                     | 126                        | 58                    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT MUTUAL ASSESSMENT FIRE  
INSURANCE TRANSACTED BY CLASS OF INSURANCE  
DURING THE YEAR OF 1988

NAIC NO: 32409 COMPANY: GRAYSON-CARROLL-WYTHE MUTUAL INSURANCE

NAIC NO: 28924 COMPANY: HENRICO MUTUAL FIRE INSURANCE COMPANY

| NAIC NO:                    | 32409        |             | 28924        |             |
|-----------------------------|--------------|-------------|--------------|-------------|
|                             | GROSS DIRECT | DIRECT      | GROSS DIRECT | DIRECT      |
|                             | ASSESSMENT   | LOSSES PAID | ASSESSMENT   | LOSSES PAID |
| FIRE                        | 633          | 141         | 315          | 112         |
| ALLIED LINES                | 0            | 0           | 69           | 39          |
| MULTIPLE PERIL - COMMERCIAL | 0            | 0           | 0            | 0           |
| - FARMOWNERS                | 0            | 0           | 10           | 6           |
| - HOMEOWNERS                | 507          | 512         | 485          | 515         |
| - MOBILE HOMEOWNERS         | 0            | 0           | 0            | 0           |
| - SPECIAL                   | 0            | 0           | 0            | 0           |
| INLAND MARINE               | 0            | 0           | 0            | 0           |
| OTHER LIABILITY             | 38           | 7           | 30           | 0           |
| OTHER                       | 0            | 0           | 0            | 0           |
| TOTALS                      | 1,179        | 662         | 911          | 673         |

NAIC NO: 00007 COMPANY: HIGHLAND MUTUAL FIRE INSURANCE COMPANY

NAIC NO: 00085 COMPANY: INTERSTATE MUTUAL FIRE INSURANCE COMPANY

| NAIC NO:                    | 00007        |             | 00085        |             |
|-----------------------------|--------------|-------------|--------------|-------------|
|                             | GROSS DIRECT | DIRECT      | GROSS DIRECT | DIRECT      |
|                             | ASSESSMENT   | LOSSES PAID | ASSESSMENT   | LOSSES PAID |
| FIRE                        | 36           | 9           | 1,316        | 450         |
| ALLIED LINES                | 0            | 0           | 329          | 33          |
| MULTIPLE PERIL - COMMERCIAL | 0            | 0           | 0            | 0           |
| - FARMOWNERS                | 0            | 0           | 0            | 0           |
| - HOMEOWNERS                | 0            | 0           | 0            | 0           |
| - MOBILE HOMEOWNERS         | 0            | 0           | 0            | 0           |
| - SPECIAL                   | 0            | 0           | 0            | 0           |
| INLAND MARINE               | 0            | 0           | 0            | 0           |
| OTHER LIABILITY             | 0            | 0           | 0            | 0           |
| OTHER                       | 0            | 0           | 0            | 0           |
| TOTALS                      | 36           | 9           | 1,645        | 484         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT MUTUAL ASSESSMENT FIRE  
INSURANCE TRANSACTED BY CLASS OF INSURANCE  
DURING THE YEAR OF 1988

NAIC NO: 14679 COMPANY: LOUDOUN MUTUAL INSURANCE COMPANY

NAIC NO: 00008 COMPANY: LOUISA FARMERS FIRE INSURANCE COMPANY

| NAIC NO:                    | 14699                      |                       | 00008                      |                       |
|-----------------------------|----------------------------|-----------------------|----------------------------|-----------------------|
|                             | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID |
| FIRE                        | 2,419                      | 624                   | 0                          | 0                     |
| ALLIED LINES                | 561                        | 206                   | 0                          | 0                     |
| MULTIPLE PERIL - COMMERCIAL | 0                          | 0                     | 0                          | 0                     |
| - FARMOWNERS                | 0                          | 0                     | 0                          | 0                     |
| - HOMEOWNERS                | 4,094                      | 2,303                 | 0                          | 0                     |
| - MOBILE HOMEOWNERS         | 0                          | 0                     | 0                          | 0                     |
| - SPECIAL                   | 0                          | 0                     | 0                          | 0                     |
| INLAND MARINE               | 0                          | 0                     | 0                          | 0                     |
| OTHER LIABILITY             | 0                          | 0                     | 0                          | 0                     |
| OTHER                       | 0                          | 0                     | 0                          | 0                     |
| TOTALS                      | 7,076                      | 3,134                 | 0                          | 0                     |

NAIC NO: 28835 COMPANY: MUTUAL ASSURANCE SOCIETY OF VIRGINIA

NAIC NO: 00023 COMPANY: MUTUAL FIRE INSURANCE COMPANY OF BLAND

| NAIC NO:                    | 28835                      |                       | 00023                      |                       |
|-----------------------------|----------------------------|-----------------------|----------------------------|-----------------------|
|                             | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID |
| FIRE                        | 18                         | 3                     | 0                          | 6                     |
| ALLIED LINES                | 7                          | 3                     | 0                          | 0                     |
| MULTIPLE PERIL - COMMERCIAL | 0                          | 0                     | 0                          | 0                     |
| - FARMOWNERS                | 0                          | 0                     | 0                          | 0                     |
| - HOMEOWNERS                | 626                        | 1,292                 | 0                          | 0                     |
| - MOBILE HOMEOWNERS         | 0                          | 0                     | 0                          | 0                     |
| - SPECIAL                   | 0                          | 0                     | 0                          | 0                     |
| INLAND MARINE               | 47                         | 43                    | 0                          | 0                     |
| OTHER LIABILITY             | 2                          | 0                     | 0                          | 0                     |
| OTHER                       | 0                          | 0                     | 0                          | 0                     |
| TOTALS                      | 700                        | 1,343                 | 0                          | 6                     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT MUTUAL ASSESSMENT FIRE  
INSURANCE TRANSACTED BY CLASS OF INSURANCE  
DURING THE YEAR OF 1988

NAIC NO: 00010 COMPANY: MUTUAL FIRE INSURANCE CORPORATION OF

NAIC NO: 14877 COMPANY: NORTHERN NECK INSURANCE COMPANY

| NAIC NO:                    | 00010        |             | 14877        |             |
|-----------------------------|--------------|-------------|--------------|-------------|
|                             | GROSS DIRECT | DIRECT      | GROSS DIRECT | DIRECT      |
|                             | ASSESSMENT   | LOSSES PAID | ASSESSMENT   | LOSSES PAID |
| FIRE                        | 0            | 0           | 2,915        | 1,171       |
| ALLIED LINES                | 0            | 0           | 347          | 121         |
| MULTIPLE PERIL - COMMERCIAL | 0            | 0           | 189          | 24          |
| - FARMOWNERS                | 0            | 0           | 259          | 162         |
| - HOMEOWNERS                | 0            | 0           | 6,607        | 4,616       |
| - MOBILE HOMEOWNERS         | 0            | 0           | 937          | 293         |
| - SPECIAL                   | 0            | 0           | 0            | 0           |
| INLAND MARINE               | 0            | 0           | 0            | 0           |
| OTHER LIABILITY             | 0            | 0           | 0            | 0           |
| OTHER                       | 0            | 0           | 0            | 0           |
| TOTALS                      | 0            | 0           | 11,255       | 6,390       |

NAIC NO: 28827 COMPANY: PATRICK COUNTY FARMERS MUTUAL INSURANCE

NAIC NO: 32441 COMPANY: PRINCE GEORGE MUTUAL FIRE INSURANCE

| NAIC NO:                    | 28827        |             | 32441        |             |
|-----------------------------|--------------|-------------|--------------|-------------|
|                             | GROSS DIRECT | DIRECT      | GROSS DIRECT | DIRECT      |
|                             | ASSESSMENT   | LOSSES PAID | ASSESSMENT   | LOSSES PAID |
| FIRE                        | 37           | 15          | 6            | 1           |
| ALLIED LINES                | 0            | 0           | 0            | 0           |
| MULTIPLE PERIL - COMMERCIAL | 0            | 0           | 0            | 0           |
| - FARMOWNERS                | 0            | 0           | 0            | 0           |
| - HOMEOWNERS                | 0            | 0           | 0            | 0           |
| - MOBILE HOMEOWNERS         | 0            | 0           | 0            | 0           |
| - SPECIAL                   | 0            | 0           | 0            | 0           |
| INLAND MARINE               | 0            | 0           | 0            | 0           |
| OTHER LIABILITY             | 0            | 0           | 0            | 0           |
| OTHER                       | 0            | 0           | 0            | 0           |
| TOTALS                      | 37           | 15          | 6            | 1           |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT MUTUAL ASSESSMENT FIRE  
INSURANCE TRANSACTED BY CLASS OF INSURANCE  
DURING THE YEAR OF 1988

NAIC NO: 00014 COMPANY: PULASKI AND GILES MUTUAL INSURANCE

NAIC NO: 00015 COMPANY: RAPPAHANNOCK HOME MUTUAL FIRE INSURANCE

| NAIC NO:                    | 00014        |             | 00015        |             |
|-----------------------------|--------------|-------------|--------------|-------------|
|                             | GROSS DIRECT | DIRECT      | GROSS DIRECT | DIRECT      |
|                             | ASSESSMENT   | LOSSES PAID | ASSESSMENT   | LOSSES PAID |
| FIRE                        | 141          | 67          | 17           | 11          |
| ALLIED LINES                | 0            | 0           | 0            | 0           |
| MULTIPLE PERIL - COMMERCIAL | 0            | 0           | 0            | 0           |
| - FARMOWNERS                | 0            | 0           | 0            | 0           |
| - HOMEOWNERS                | 0            | 0           | 0            | 0           |
| - MOBILE HOMEOWNERS         | 0            | 0           | 0            | 0           |
| - SPECIAL                   | 0            | 0           | 0            | 0           |
| INLAND MARINE               | 0            | 0           | 0            | 0           |
| OTHER LIABILITY             | 0            | 0           | 0            | 0           |
| OTHER                       | 0            | 0           | 0            | 0           |
| TOTALS                      | 141          | 67          | 17           | 11          |

NAIC NO: 00016 COMPANY: ROCKBRIDGE MUTUAL FIRE INSURANCE COMPANY

NAIC NO: 32417 COMPANY: ROCKINGHAM MUTUAL INSURANCE COMPANY

| NAIC NO:                    | 00016        |             | 32417        |             |
|-----------------------------|--------------|-------------|--------------|-------------|
|                             | GROSS DIRECT | DIRECT      | GROSS DIRECT | DIRECT      |
|                             | ASSESSMENT   | LOSSES PAID | ASSESSMENT   | LOSSES PAID |
| FIRE                        | 113          | 165         | 2,313        | 839         |
| ALLIED LINES                | 0            | 0           | 397          | 276         |
| MULTIPLE PERIL - COMMERCIAL | 0            | 0           | 0            | 0           |
| - FARMOWNERS                | 0            | 0           | 0            | 0           |
| - HOMEOWNERS                | 0            | 0           | 3,371        | 2,096       |
| - MOBILE HOMEOWNERS         | 0            | 0           | 575          | 265         |
| - SPECIAL                   | 0            | 0           | 0            | 0           |
| INLAND MARINE               | 0            | 0           | 235          | 101         |
| OTHER LIABILITY             | 0            | 0           | 66           | 5           |
| OTHER                       | 0            | 0           | 0            | 0           |
| TOTALS                      | 113          | 165         | 6,959        | 3,585       |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT MUTUAL ASSESSMENT FIRE  
INSURANCE TRANSACTED BY CLASS OF INSURANCE  
DURING THE YEAR OF 1988

NAIC NO: 31283 COMPANY: SHENANDOAH MUTUAL FIRE INSURANCE COMPANY NAIC NO: 32425 COMPANY: SMYTH COUNTY MUTUAL INSURANCE COMPANY

| NAIC NO:                    | 31283                      |                       | 32425                      |                       |
|-----------------------------|----------------------------|-----------------------|----------------------------|-----------------------|
|                             | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID |
| FIRE                        | 418                        | 264                   | 718                        | 388                   |
| ALLIED LINES                | 171                        | 136                   | 0                          | 0                     |
| MULTIPLE PERIL - COMMERCIAL | 0                          | 0                     | 0                          | 0                     |
| - FARMOWNERS                | 0                          | 0                     | 0                          | 0                     |
| - HOMEOWNERS                | 508                        | 396                   | 448                        | 342                   |
| - MOBILE HOMEOWNERS         | 0                          | 0                     | 0                          | 0                     |
| - SPECIAL                   | 0                          | 0                     | 0                          | 0                     |
| INLAND MARINE               | 0                          | 0                     | 0                          | 0                     |
| OTHER LIABILITY             | 0                          | 0                     | 173                        | 47                    |
| OTHER                       | 0                          | 0                     | 0                          | 0                     |
| TOTALS                      | 1,098                      | 797                   | 1,323                      | 698                   |

NAIC NO: 00026 COMPANY: UNION OF AMERICA MUTUAL INSURANCE

| NAIC NO:                    | 00026                      |                       |                            |                       |
|-----------------------------|----------------------------|-----------------------|----------------------------|-----------------------|
|                             | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID |
| FIRE                        | 332                        | 223                   |                            |                       |
| ALLIED LINES                | 66                         | 0                     |                            |                       |
| MULTIPLE PERIL - COMMERCIAL | 0                          | 0                     |                            |                       |
| - FARMOWNERS                | 0                          | 0                     |                            |                       |
| - HOMEOWNERS                | 0                          | 6                     |                            |                       |
| - MOBILE HOMEOWNERS         | 0                          | 0                     |                            |                       |
| - SPECIAL                   | 0                          | 0                     |                            |                       |
| INLAND MARINE               | 0                          | 0                     |                            |                       |
| OTHER LIABILITY             | 0                          | 0                     |                            |                       |
| OTHER                       | 0                          | 0                     |                            |                       |
| TOTALS                      | 399                        | 238                   |                            |                       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT MUTUAL ASSESSMENT FIRE  
INSURANCE TRANSACTED BY CLASS OF INSURANCE  
DURING THE YEAR OF 1988

TYPE: TOTAL DIRECT MUTUAL ASSESSMENT FIRE

|                             | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID | GROSS DIRECT<br>ASSESSMENT | DIRECT<br>LOSSES PAID |
|-----------------------------|----------------------------|-----------------------|----------------------------|-----------------------|
| FIRE                        | 13,725                     | 4,986                 |                            |                       |
| ALLIED LINES                | 2,730                      | 896                   |                            |                       |
| MULTIPLE PERIL - COMMERCIAL | 572                        | 345                   |                            |                       |
| - FARMOWNERS                | 401                        | 197                   |                            |                       |
| - HOMEOWNERS                | 16,095                     | 12,791                |                            |                       |
| - MOBILE HOMEOWNERS         | 1,714                      | 580                   |                            |                       |
| - SPECIAL                   | 0                          | 0                     |                            |                       |
| INLAND MARINE               | 396                        | 200                   |                            |                       |
| OTHER LIABILITY             | 642                        | 121                   |                            |                       |
| OTHER                       | 7                          | 3                     |                            |                       |
| TOTALS                      | 18,286                     | 20,123                |                            |                       |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PART 5

TITLE

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

PAGE 1

GENERAL FINANCIAL INFORMATION OF TITLE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC TITLE INSURANCE

NAIC NO: 50024 COMPANY: LAWYERS TITLE INSURANCE CORPORATION

NAIC NO: 50792 COMPANY: SOUTHERN TITLE INSURANCE CORPORATION

|                               | NAIC NO: 50024 | 50792 |
|-------------------------------|----------------|-------|
| ADMITTED ASSETS               | 230,278        | 5,866 |
| LIABILITIES                   | 172,158        | 2,247 |
| SURPLUS                       | 78,119         | 3,619 |
| PREMIUMS EARNED               | 328,591        | 6,018 |
| NET INCOME BEFORE TAXES       | -10,355        | 126   |
| OTHER OPERATING INCOME        | 18,994         | 1,272 |
| LOSSES AND LAE INCURRED       | 40,108         | 406   |
| OPERATING EXPENSES INCURRED   | 333,782        | 6,965 |
| OTHER DEDUCTION               | 0              | 0     |
| NET OPERATING GAIN            | -26,305        | -81   |
| NET INVESTMENT GAIN           | 15,950         | 207   |
| TOTAL OPERATING INCOME        | 347,585        | 7,291 |
| FEDERAL INCOME TAXES INCURRED | -7,247         | 71    |
| NET INCOME                    | -3,108         | 54    |
| SURPLUS BEGINNING YEAR        | 79,106         | 3,772 |

## PREMIUM PROFILE OF DIRECT TITLE BUSINESS IN VIRGINIA

|                                    |        |       |
|------------------------------------|--------|-------|
| PREMIUMS WRITTEN (GROSS RISK RATE) | 18,727 | 6,379 |
| PREMIUMS EARNED                    | 17,992 | 5,978 |
| LOSSES PAID                        | 866    | 276   |
| LOSSES INCURRED                    | 3,161  | 406   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF TITLE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: DOMESTIC TITLE INSURANCE

|                               | TOTAL   |
|-------------------------------|---------|
| ADMITTED ASSETS               | 256,145 |
| LIABILITIES                   | 174,406 |
| SURPLUS                       | 81,739  |
| PREMIUMS EARNED               | 334,609 |
| NET INCOME BEFORE TAXES       | -10,229 |
| OTHER OPERATING INCOME        | 20,266  |
| LOSSES AND LAE INCURRED       | 40,515  |
| OPERATING EXPENSES INCURRED   | 340,747 |
| OTHER DEDUCTION               | 0       |
| NET OPERATING GAIN            | -26,387 |
| NET INVESTMENT GAIN           | 16,158  |
| TOTAL OPERATING INCOME        | 354,876 |
| FEDERAL INCOME TAXES INCURRED | -7,175  |
| NET INCOME                    | -3,053  |
| SURPLUS BEGINNING YEAR        | 82,878  |

## PREMIUM PROFILE OF DIRECT TITLE BUSINESS IN VIRGINIA

|                                    |        |
|------------------------------------|--------|
| PREMIUMS WRITTEN (GROSS RISK RATE) | 25,107 |
| PREMIUMS EARNED                    | 23,971 |
| LOSSES PAID                        | 1,143  |
| LOSSES INCURRED                    | 3,568  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF TITLE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN TITLE INSURANCE

NAIC NO: 50075 COMPANY: AMERICAN TITLE INSURANCE COMPANY  
50776 CHICAGO TITLE INSURANCE COMPANY OF  
50083 COMMONWEALTH LAND TITLE INSURANCENAIC NO: 50229 COMPANY: CHICAGO TITLE INSURANCE COMPANY  
50296 COLUMBIA REAL ESTATE TITLE INSURANCE  
50768 DISTRICT-REALTY TITLE INSURANCE

|                               | NAIC NO: | 50075   | 50229   | 50776  | 50296 | 50083   | 50768  |
|-------------------------------|----------|---------|---------|--------|-------|---------|--------|
| ADMITTED ASSETS               |          | 69,021  | 308,569 | 27,048 | 4,260 | 187,852 | 5,453  |
| LIABILITIES                   |          | 46,214  | 208,301 | 16,516 | 2,112 | 124,305 | 4,018  |
| SURPLUS                       |          | 22,806  | 100,268 | 10,532 | 2,147 | 63,547  | 1,434  |
| PREMIUMS EARNED               |          | 90,766  | 490,646 | 19,557 | 1,925 | 323,714 | 1,476  |
| NET INCOME BEFORE TAXES       |          | -11,131 | 44,694  | 2,073  | -208  | 29,051  | -762   |
| OTHER OPERATING INCOME        |          | 10,452  | 87,238  | 1,443  | 1,075 | 25,016  | 671    |
| LOSSES AND LAE INCURRED       |          | 9,599   | 45,244  | 1,070  | 21    | 24,813  | 255    |
| OPERATING EXPENSES INCURRED   |          | 109,091 | 514,631 | 20,074 | 3,353 | 315,892 | 3,080  |
| OTHER DEDUCTION               |          | 0       | 0       | 0      | 0     | 132     | 0      |
| NET OPERATING GAIN            |          | -17,471 | 18,007  | -145   | -373  | 7,891   | -1,187 |
| NET INVESTMENT GAIN           |          | 6,340   | 26,686  | 2,219  | 165   | 21,159  | 424    |
| TOTAL OPERATING INCOME        |          | 101,218 | 577,884 | 21,000 | 3,000 | 348,731 | 2,147  |
| FEDERAL INCOME TAXES INCURRED |          | -4,179  | 14,061  | 813    | -198  | 11,417  | -269   |
| NET INCOME                    |          | -6,951  | 30,633  | 1,260  | -9    | 17,634  | -493   |
| SURPLUS BEGINNING YEAR        |          | 26,926  | 90,408  | 9,662  | 2,164 | 68,212  | 1,802  |

## PREMIUM PROFILE OF DIRECT TITLE BUSINESS IN VIRGINIA

|                                    |     |        |     |     |       |     |
|------------------------------------|-----|--------|-----|-----|-------|-----|
| PREMIUMS WRITTEN (GROSS RISK RATE) | 835 | 10,510 | 607 | 723 | 4,282 | 63  |
| PREMIUMS EARNED                    | 801 | 9,888  | 630 | 720 | 4,213 | 61  |
| LOSSES PAID                        | 24  | 458    | 85  | 4   | 82    | -21 |
| LOSSES INCURRED                    | 16  | 822    | 127 | 7   | 106   | 0   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF TITLE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN TITLE INSURANCE

|                                                           |                                                                |
|-----------------------------------------------------------|----------------------------------------------------------------|
| NAIC NO: 50253 COMPANY: FIDELITY NATIONAL TITLE INSURANCE | NAIC NO: 50113 COMPANY: FIRST AMERICAN TITLE INSURANCE COMPANY |
| 50814 FIRST AMERICAN TITLE INSURANCE COMPANY              | 50423 INDUSTRIAL VALLEY TITLE INSURANCE                        |
| 50369 INVESTORS TITLE INSURANCE COMPANY                   | 50008 JEFFERSON-PILOT TITLE INSURANCE COMPANY                  |

|                               | NAIC NO: | 50253 | 50113  | 50814   | 50423  | 50369  | 50008  |
|-------------------------------|----------|-------|--------|---------|--------|--------|--------|
| ADMITTED ASSETS               |          | 4,629 | 41,638 | 209,014 | 14,312 | 10,602 | 22,888 |
| LIABILITIES                   |          | 1,859 | 20,437 | 78,693  | 10,443 | 5,083  | 3,103  |
| SURPLUS                       |          | 2,770 | 21,200 | 130,320 | 3,868  | 5,519  | 19,785 |
| PREMIUMS EARNED               |          | 1,891 | 38,761 | 343,327 | 23,659 | 6,906  | 1,091  |
| NET INCOME BEFORE TAXES       |          | -267  | 5,979  | 9,214   | 654    | 1,501  | 1,900  |
| OTHER OPERATING INCOME        |          | 0     | 12,024 | 32,042  | 2,787  | 173    | 58     |
| LOSSES AND LAE INCURRED       |          | 388   | 1,225  | 40,290  | 648    | 467    | 136    |
| OPERATING EXPENSES INCURRED   |          | 1,929 | 45,809 | 342,373 | 25,774 | 5,701  | 716    |
| OTHER DEDUCTION               |          | 0     | 0      | 0       | 0      | 0      | 0      |
| NET OPERATING GAIN            |          | -417  | 3,751  | -7,294  | 23     | 910    | 298    |
| NET INVESTMENT GAIN           |          | 149   | 2,228  | 16,508  | 631    | 591    | 1,602  |
| TOTAL OPERATING INCOME        |          | 1,892 | 50,786 | 375,370 | 26,447 | 7,079  | 1,150  |
| FEDERAL INCOME TAXES INCURRED |          | -107  | 1,183  | -1,148  | 222    | 454    | 274    |
| NET INCOME                    |          | -160  | 4,796  | 10,362  | 432    | 1,047  | 1,625  |
| SURPLUS BEGINNING YEAR        |          | 4,799 | 19,551 | 105,344 | 6,975  | 5,013  | 17,320 |

## PREMIUM PROFILE OF DIRECT TITLE BUSINESS IN VIRGINIA

|                                    |     |   |        |     |   |     |
|------------------------------------|-----|---|--------|-----|---|-----|
| PREMIUMS WRITTEN (GROSS RISK RATE) | 410 | 0 | 12,081 | 738 | 8 | 76  |
| PREMIUMS EARNED                    | 385 | 0 | 12,081 | 666 | 7 | 75  |
| LOSSES PAID                        | 0   | 0 | 293    | 8   | 0 | -11 |
| LOSSES INCURRED                    | 0   | 0 | 891    | 0   | 0 | -11 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF TITLE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN TITLE INSURANCE

NAIC NO: 50393 COMPANY: MERIDIAN TITLE INSURANCE COMPANY  
50784 SECURITY TITLE GUARANTEE CORPORATION OF  
50121 STEWART TITLE GUARANTY COMPANYNAIC NO: 51071 COMPANY: SECURITY TITLE AND GUARANTY COMPANY  
50857 SECURITY UNION TITLE INSURANCE COMPANY  
50067 TICOR TITLE INSURANCE COMPANY

|                               | NAIC NO: | 50393  | 51071  | 50784  | 50857   | 50121   | 50067   |
|-------------------------------|----------|--------|--------|--------|---------|---------|---------|
| ADMITTED ASSETS               |          | 63,237 | 62,640 | 7,047  | 126,524 | 129,779 | 165,560 |
| LIABILITIES                   |          | 22,248 | 13,218 | 4,349  | 66,105  | 68,936  | 103,813 |
| SURPLUS                       |          | 40,989 | 49,430 | 2,698  | 60,419  | 60,842  | 61,747  |
| PREMIUMS EARNED               |          | 9,876  | 25,948 | 7,312  | 81,968  | 230,558 | 137,384 |
| NET INCOME BEFORE TAXES       |          | 3,165  | 6,004  | -842   | -3,418  | -263    | -1,115  |
| OTHER OPERATING INCOME        |          | 1,640  | 1,004  | 862    | 25,994  | 4,188   | 6,149   |
| LOSSES AND LAE INCURRED       |          | 1,664  | 1,447  | 1,129  | 22,569  | 20,602  | 14,351  |
| OPERATING EXPENSES INCURRED   |          | 9,536  | 25,309 | 8,307  | 96,205  | 222,002 | 143,383 |
| OTHER DEDUCTION               |          | 0      | 0      | 3      | 0       | 0       | 0       |
| NET OPERATING GAIN            |          | 315    | 276    | -1,265 | -10,811 | -7,857  | -14,201 |
| NET INVESTMENT GAIN           |          | 2,849  | 5,728  | 423    | 7,393   | 7,593   | 13,086  |
| TOTAL OPERATING INCOME        |          | 11,517 | 27,033 | 8,175  | 107,963 | 234,746 | 143,533 |
| FEDERAL INCOME TAXES INCURRED |          | 524    | 2,095  | 0      | -2,561  | -222    | -612    |
| NET INCOME                    |          | 2,641  | 3,909  | -842   | -856    | -41     | -502    |
| SURPLUS BEGINNING YEAR        |          | 43,048 | 34,805 | 3,595  | 62,873  | 44,407  | 67,069  |

## PREMIUM PROFILE OF DIRECT TITLE BUSINESS IN VIRGINIA

|                                    |     |   |     |    |       |       |
|------------------------------------|-----|---|-----|----|-------|-------|
| PREMIUMS WRITTEN (GROSS RISK RATE) | 399 | 0 | 9   | 0  | 5,830 | 6,515 |
| PREMIUMS EARNED                    | 390 | 0 | 11  | 74 | 5,367 | 6,017 |
| LOSSES PAID                        | 0   | 0 | -18 | 0  | 71    | 628   |
| LOSSES INCURRED                    | -3  | 0 | 0   | 0  | 69    | 574   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF TITLE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN TITLE INSURANCE

NAIC NO: 50520 COMPANY: TITLE INSURANCE COMPANY OF MINNESOTA  
51101 TITLE USA INSURANCE CORPORATION OF  
51624 UNITED GENERAL TITLE INSURANCE COMPANYNAIC NO: 50032 COMPANY: TITLE INSURANCE CORPORATION OF  
50881 TRANSAMERICA TITLE INSURANCE COMPANY

|                               | NAIC NO: | 50520   | 50032 | 51101  | 50881   | 51624 |
|-------------------------------|----------|---------|-------|--------|---------|-------|
| ADMITTED ASSETS               |          | 118,847 | 8,845 | 22,382 | 100,622 | 4,043 |
| LIABILITIES                   |          | 85,869  | 5,155 | 19,089 | 56,326  | 333   |
| SURPLUS                       |          | 32,978  | 3,690 | 3,293  | 44,296  | 3,709 |
| PREMIUMS EARNED               |          | 211,352 | 7,998 | 40,232 | 150,269 | 934   |
| NET INCOME BEFORE TAXES       |          | -11,966 | 950   | -1,945 | -6,768  | 392   |
| OTHER OPERATING INCOME        |          | 9,751   | 257   | 2,020  | 27,928  | 0     |
| LOSSES AND LAE INCURRED       |          | 26,281  | 202   | 4,886  | 19,810  | 29    |
| OPERATING EXPENSES INCURRED   |          | 212,574 | 7,619 | 40,765 | 169,949 | 886   |
| OTHER DEDUCTION               |          | 0       | 0     | 0      | 0       | 0     |
| NET OPERATING GAIN            |          | -17,752 | 434   | -3,398 | -11,561 | 18    |
| NET INVESTMENT GAIN           |          | 5,785   | 516   | 1,453  | 4,792   | 373   |
| TOTAL OPERATING INCOME        |          | 221,103 | 8,256 | 42,252 | 170,198 | 934   |
| FEDERAL INCOME TAXES INCURRED |          | -4,564  | 280   | -715   | -3,339  | 0     |
| NET INCOME                    |          | -7,402  | 670   | -1,230 | -3,429  | 392   |
| SURPLUS BEGINNING YEAR        |          | 33,016  | 3,567 | 5,726  | 46,604  | 3,371 |

## PREMIUM PROFILE OF DIRECT TITLE BUSINESS IN VIRGINIA

|                                    |     |   |     |       |    |
|------------------------------------|-----|---|-----|-------|----|
| PREMIUMS WRITTEN (GROSS RISK RATE) | 833 | 0 | 413 | 1,814 | 19 |
| PREMIUMS EARNED                    | 777 | 0 | 409 | 1,635 | 18 |
| LOSSES PAID                        | 31  | 0 | 35  | -13   | 0  |
| LOSSES INCURRED                    | -39 | 0 | 32  | -59   | 0  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF TITLE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN TITLE INSURANCE

## TOTAL

|                               |           |
|-------------------------------|-----------|
| ADMITTED ASSETS               | 1,714,832 |
| LIABILITIES                   | 966,535   |
| SURPLUS                       | 748,297   |
| PREMIUMS EARNED               | 2,247,562 |
| NET INCOME BEFORE TAXES       | 66,894    |
| OTHER OPERATING INCOME        | 252,862   |
| LOSSES AND LAE INCURRED       | 237,128   |
| OPERATING EXPENSES INCURRED   | 2,324,971 |
| OTHER DEDUCTION               | 136       |
| NET OPERATING GAIN            | -61,811   |
| NET INVESTMENT GAIN           | 128,706   |
| TOTAL OPERATING INCOME        | 2,500,424 |
| FEDERAL INCOME TAXES INCURRED | 13,409    |
| NET INCOME                    | 53,484    |
| SURPLUS BEGINNING YEAR        | 706,349   |

## PREMIUM PROFILE OF DIRECT TITLE BUSINESS IN VIRGINIA

|                                    |        |
|------------------------------------|--------|
| PREMIUMS WRITTEN (GROSS RISK RATE) | 46,175 |
| PREMIUMS EARNED                    | 44,234 |
| LOSSES PAID                        | 1,654  |
| LOSSES INCURRED                    | 2,534  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF TITLE INSURERS  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

|                               | TOTAL<br>DOMESTIC | TOTAL<br>FOREIGN | TOTAL     |
|-------------------------------|-------------------|------------------|-----------|
| ADMITTED ASSETS               | 256,145           | 1,714,832        | 1,970,977 |
| LIABILITIES                   | 174,406           | 966,535          | 1,140,941 |
| SURPLUS                       | 81,739            | 748,297          | 830,036   |
| PREMIUMS EARNED               | 334,609           | 2,247,562        | 2,582,172 |
| NET INCOME BEFORE TAXES       | -10,229           | 66,894           | 56,665    |
| OTHER OPERATING INCOME        | 20,266            | 252,862          | 273,128   |
| LOSSES AND LAE INCURRED       | 40,515            | 237,128          | 277,644   |
| OPERATING EXPENSES INCURRED   | 340,747           | 2,324,971        | 2,665,719 |
| OTHER DEDUCTION               | 0                 | 136              | 136       |
| NET OPERATING GAIN            | -26,387           | -61,811          | -88,199   |
| NET INVESTMENT GAIN           | 16,158            | 128,786          | 144,864   |
| TOTAL OPERATING INCOME        | 354,876           | 2,500,424        | 2,855,300 |
| FEDERAL INCOME TAXES INCURRED | -7,175            | 13,409           | 6,234     |
| NET INCOME                    | -3,053            | 53,484           | 50,430    |
| SURPLUS BEGINNING YEAR        | 82,878            | 786,349          | 789,228   |

## PREMIUM PROFILE OF DIRECT TITLE BUSINESS IN VIRGINIA

|                                    |        |        |        |
|------------------------------------|--------|--------|--------|
| PREMIUMS WRITTEN (GROSS RISK RATE) | 25,107 | 46,175 | 71,282 |
| PREMIUMS EARNED                    | 23,971 | 44,234 | 68,205 |
| LOSSES PAID                        | 1,143  | 1,654  | 2,797  |
| LOSSES INCURRED                    | 3,568  | 2,534  | 6,102  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PART 6  
LIFE AND HEALTH  
GENERAL FINANCIAL INFORMATION  
A) DOMESTIC

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: DOMESTIC LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 85685 COMPANY: ACACIA NATIONAL LIFE INSURANCE COMPANY  
84409 EASTERN INSURANCE COMPANY  
74080 FFRL RE CORP.NAIC NO: 70807 COMPANY: AMERICAN AGENCY LIFE INSURANCE COMPANY  
81140 EQUITABLE LIFE INSURANCE COMPANY  
63266 FIDELITY BANKERS LIFE INSURANCE COMPANY

|                                | NAIC NO: 85685 | 70807 | 84409 | 81140   | 74080 | 63266     |
|--------------------------------|----------------|-------|-------|---------|-------|-----------|
| ASSETS                         | 215,708        | 4,727 | 8,941 | 428,848 | 3,890 | 2,318,641 |
| LIABILITIES                    | 192,501        | 12    | 3,746 | 317,751 | 1,058 | 2,251,582 |
| CAPITAL AND SURPLUS            | 23,207         | 4,715 | 5,195 | 110,297 | 2,832 | 67,058    |
| TOTAL INCOME                   | 53,046         | 430   | 5,338 | 77,629  | 1,904 | 1,261,852 |
| TOTAL EXPENSES                 | 47,272         | 204   | 4,597 | 56,502  | 1,553 | 1,236,659 |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 0     | 0     | 0       | 0     | 0         |
| FEDERAL INCOME TAXES INCURRED  | 815            | 50    | 72    | 3,610   | 22    | 6,550     |
| NET GAIN                       | 4,958          | 174   | 669   | 17,516  | 328   | 18,642    |
| CAPITAL AND SURPLUS BEGIN YEAR | 21,118         | 4,542 | 4,550 | 105,877 | 2,623 | 39,808    |

NAIC NO: 63401 COMPANY: FIRST COLONY LIFE INSURANCE COMPANY  
64424 HOME BENEFICIAL LIFE INSURANCE COMPANY  
65536 LIFE INSURANCE COMPANY OF VIRGINIA THENAIC NO: 63568 COMPANY: FIRST VIRGINIA LIFE INSURANCE COMPANY  
97144 JAMESTOWN LIFE INSURANCE COMPANY  
94560 OLD DOMINION LIFE INSURANCE COMPANY

|                                | NAIC NO: 63401 | 63568  | 64424   | 97144 | 65536     | 94560 |
|--------------------------------|----------------|--------|---------|-------|-----------|-------|
| ASSETS                         | 3,178,167      | 15,215 | 999,292 | 5,602 | 3,451,044 | 4,088 |
| LIABILITIES                    | 2,968,731      | 9,940  | 714,466 | 2,171 | 3,260,866 | 99    |
| CAPITAL AND SURPLUS            | 209,435        | 5,274  | 284,826 | 3,430 | 190,178   | 3,908 |
| TOTAL INCOME                   | 1,040,194      | 6,108  | 188,175 | 1,155 | 1,139,716 | 340   |
| TOTAL EXPENSES                 | 1,006,854      | 5,647  | 138,055 | 918   | 1,092,380 | 90    |
| DIVIDENDS TO POLICYHOLDERS     | 4              | 0      | 0       | 0     | 0         | 0     |
| FEDERAL INCOME TAXES INCURRED  | -15,627        | 66     | 19,060  | 78    | 7,311     | 35    |
| NET GAIN                       | 48,963         | 394    | 31,059  | 158   | 40,024    | 214   |
| CAPITAL AND SURPLUS BEGIN YEAR | 179,363        | 3,036  | 265,136 | 3,280 | 201,609   | 3,688 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64220 COMPANY: SETTLERS LIFE INSURANCE COMPANY  
70084 UNITED SERVICES LIFE INSURANCE COMPANY

NAIC NO: 68845 COMPANY: SHENANDOAH LIFE INSURANCE COMPANY  
78107 VIRGINIA MUTUAL BENEFIT LIFE INSURANCE

|                                | NAIC NO: | 64220  | 68845   | 70084   | 78107 |
|--------------------------------|----------|--------|---------|---------|-------|
| ASSETS                         |          | 76,771 | 387,262 | 581,389 |       |
| LIABILITIES                    |          | 67,033 | 363,025 | 516,239 |       |
| CAPITAL AND SURPLUS            |          | 9,738  | 24,236  | 65,149  |       |
| TOTAL INCOME                   |          | 20,171 | 140,909 | 92,142  |       |
| TOTAL EXPENSES                 |          | 15,529 | 130,910 | 79,734  |       |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 8,205   | 7,500   |       |
| FEDERAL INCOME TAXES INCURRED  |          | 1,427  | 376     | 1,197   |       |
| NET GAIN                       |          | 3,214  | 1,416   | 3,702   |       |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 7,792  | 22,679  | 66,474  |       |

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GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC LIFE AND ACCIDENT AND SICKNESS

|                                | TOTAL      |
|--------------------------------|------------|
| ASSETS                         | 11,678,711 |
| LIABILITIES                    | 10,669,225 |
| CAPITAL AND SURPLUS            | 1,009,485  |
| TOTAL INCOME                   | 4,029,115  |
| TOTAL EXPENSES                 | 3,816,910  |
| DIVIDENDS TO POLICYHOLDERS     | 15,719     |
| FEDERAL INCOME TAXES INCURRED  | 25,047     |
| NET GAIN                       | 171,437    |
| CAPITAL AND SURPLUS BEGIN YEAR | 951,580    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PART 6  
LIFE AND HEALTH  
GENERAL FINANCIAL INFORMATION  
B) FOREIGN

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71854 COMPANY: AAA LIFE INSURANCE COMPANY  
60046 ACADEMY LIFE INSURANCE COMPANY  
93742 ADJUSTABLE LIFE INSURANCE COMPANYNAIC NO: 60038 COMPANY: ACACIA MUTUAL LIFE INSURANCE COMPANY  
71099 ACCELERATION LIFE INSURANCE COMPANY  
86509 AETHA LIFE INSURANCE AND ANNUITY

|                                | NAIC NO: | 71854  | 60038   | 60046   | 71099   | 93742 | 86509     |
|--------------------------------|----------|--------|---------|---------|---------|-------|-----------|
| ASSETS                         |          | 10,493 | 814,586 | 225,437 | 106,505 | 6,422 | 7,943,789 |
| LIABILITIES                    |          | 12,809 | 724,875 | 197,900 | 89,328  | 105   | 7,802,011 |
| CAPITAL AND SURPLUS            |          | 5,683  | 89,711  | 27,537  | 17,177  | 6,316 | 141,778   |
| TOTAL INCOME                   |          | 12,005 | 127,706 | 105,102 | 40,420  | 496   | 1,871,597 |
| TOTAL EXPENSES                 |          | 11,307 | 107,403 | 98,522  | 36,513  | 291   | 2,008,811 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 15,700  | 3,195   | 0       | 0     | 0         |
| FEDERAL INCOME TAXES INCURRED  |          | 92     | -815    | 0       | 100     | 68    | -36,964   |
| NET GAIN                       |          | 606    | 5,418   | 3,384   | 3,726   | 135   | -100,249  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 4,890  | 79,790  | 27,454  | 15,856  | 6,185 | 143,803   |

NAIC NO: 60054 COMPANY: AETHA LIFE INSURANCE COMPANY  
97101 AETHA LIFE INSURANCE COMPANY OF AMERICA  
88358 ALEXANDER HAMILTON LIFE INSURANCENAIC NO: 78700 COMPANY: AETHA LIFE INSURANCE COMPANY OF  
66842 AIG LIFE INSURANCE COMPANY  
68292 ALL AMERICAN ASSURANCE COMPANY

|                                | NAIC NO: | 60054      | 78700  | 97101  | 66842     | 88358     | 68292  |
|--------------------------------|----------|------------|--------|--------|-----------|-----------|--------|
| ASSETS                         |          | 48,884,871 | 95,675 | 17,495 | 1,170,863 | 2,748,636 | 63,099 |
| LIABILITIES                    |          | 47,512,940 | 52,330 | 7,794  | 1,141,181 | 2,640,179 | 42,639 |
| CAPITAL AND SURPLUS            |          | 1,371,931  | 43,344 | 9,700  | 29,681    | 108,457   | 20,460 |
| TOTAL INCOME                   |          | 11,785,124 | 50,583 | 10,075 | 354,656   | 1,248,154 | 7,003  |
| TOTAL EXPENSES                 |          | 11,291,542 | 44,454 | 14,001 | 351,235   | 1,238,694 | 3,764  |
| DIVIDENDS TO POLICYHOLDERS     |          | 23,406     | 0      | 0      | 0         | 1,898     | 274    |
| FEDERAL INCOME TAXES INCURRED  |          | 192,554    | 985    | -1,456 | -6,588    | 8,300     | 784    |
| NET GAIN                       |          | 277,621    | 5,143  | -2,470 | 10,009    | -738      | 2,179  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 1,220,325  | 34,939 | 6,168  | 23,665    | 111,340   | 20,563 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60097 COMPANY: ALL AMERICAN LIFE INSURANCE COMPANY  
60194 AMALGAMATED LABOR LIFE INSURANCE  
60283 AMERICAN CAPITAL LIFE INSURANCENAIC NO: 60186 COMPANY: ALLSTATE LIFE INSURANCE COMPANY  
60275 AMERICAN BANKERS LIFE ASSURANCE  
85863 AMERICAN CENTURION LIFE AND ACCIDENT

|                                | NAIC NO: | 60097     | 60186     | 60194  | 60275   | 60283 | 85863  |
|--------------------------------|----------|-----------|-----------|--------|---------|-------|--------|
| ASSETS                         |          | 1,027,392 | 8,818,136 | 25,600 | 496,845 | 4,271 | 31,492 |
| LIABILITIES                    |          | 894,129   | 8,410,985 | 22,541 | 433,048 | 3,451 | 14,477 |
| CAPITAL AND SURPLUS            |          | 133,262   | 407,151   | 3,058  | 63,796  | 819   | 17,014 |
| TOTAL INCOME                   |          | 294,667   | 5,002,060 | 36,036 | 303,009 | 863   | 14,107 |
| TOTAL EXPENSES                 |          | 242,271   | 5,132,137 | 37,395 | 302,787 | 859   | 13,394 |
| DIVIDENDS TO POLICYHOLDERS     |          | 467       | 46        | 9      | 0       | 0     | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | 16,313    | -55,617   | 0      | -79     | 0     | 1,535  |
| NET GAIN                       |          | 35,615    | -74,506   | -568   | 301     | 3     | -743   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 117,003   | 303,628   | 3,754  | 59,829  | 771   | 7,975  |

NAIC NO: 75914 COMPANY: AMERICAN CHAMBERS LIFE INSURANCE  
74268 AMERICAN CONTINENTAL LIFE INSURANCE  
94234 AMERICAN ENTERPRISE LIFE INSURANCENAIC NO: 61506 COMPANY: AMERICAN COMBINED LIFE INSURANCE  
60321 AMERICAN DEFENDER LIFE INSURANCE  
63991 AMERICAN EQUITY LIFE INSURANCE COMPANY

|                                | NAIC NO: | 75914  | 61506  | 74268  | 60321  | 94234   | 63991  |
|--------------------------------|----------|--------|--------|--------|--------|---------|--------|
| ASSETS                         |          | 27,030 | 31,460 | 17,479 | 65,908 | 132,222 | 13,375 |
| LIABILITIES                    |          | 23,157 | 16,015 | 7,436  | 61,907 | 126,680 | 9,819  |
| CAPITAL AND SURPLUS            |          | 3,873  | 15,444 | 10,042 | 4,001  | 5,542   | 3,556  |
| TOTAL INCOME                   |          | 75,296 | 13,406 | 5,620  | 21,078 | 80,489  | 1,571  |
| TOTAL EXPENSES                 |          | 75,550 | 9,501  | 5,382  | 23,022 | 83,098  | 1,077  |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 0      | 0      | 45     | 0       | 5      |
| FEDERAL INCOME TAXES INCURRED  |          | 0      | 1,004  | 0      | 0      | 92      | 167    |
| NET GAIN                       |          | -254   | 2,899  | 237    | -1,989 | -2,702  | 321    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 10,192 | 12,206 | 6,829  | 3,458  | 5,665   | 3,238  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

| NAIC NO: 60380 COMPANY: AMERICAN FAMILY LIFE ASSURANCE |           | NAIC NO: 60410 COMPANY: AMERICAN FIDELITY ASSURANCE COMPANY |         | NAIC NO: 60429 COMPANY: AMERICAN FOUNDERS LIFE INSURANCE |        | NAIC NO: 60445 COMPANY: AMERICAN FUNERAL ASSURANCE COMPANY |  |
|--------------------------------------------------------|-----------|-------------------------------------------------------------|---------|----------------------------------------------------------|--------|------------------------------------------------------------|--|
| 60429 AMERICAN FIDELITY LIFE INSURANCE COMPANY         |           | 60445 AMERICAN FOUNDERS LIFE INSURANCE                      |         | 99341 AMERICAN FUNERAL ASSURANCE COMPANY                 |        |                                                            |  |
| 94226 AMERICAN FRANKLIN LIFE INSURANCE                 |           |                                                             |         |                                                          |        |                                                            |  |
| NAIC NO:                                               | 60380     | 60410                                                       | 60429   | 60445                                                    | 94226  | 99341                                                      |  |
| ASSETS                                                 | 4,906,859 | 536,924                                                     | 256,369 | 259,228                                                  | 17,937 | 44,189                                                     |  |
| LIABILITIES                                            | 4,508,283 | 454,219                                                     | 225,361 | 220,027                                                  | 2,282  | 38,719                                                     |  |
| CAPITAL AND SURPLUS                                    | 398,575   | 82,705                                                      | 31,007  | 39,201                                                   | 15,655 | 5,470                                                      |  |
| TOTAL INCOME                                           | 2,227,819 | 235,894                                                     | 44,218  | 63,649                                                   | 4,830  | 24,981                                                     |  |
| TOTAL EXPENSES                                         | 2,092,788 | 222,992                                                     | 40,081  | 57,645                                                   | 4,133  | 23,545                                                     |  |
| DIVIDENDS TO POLICYHOLDERS                             | 13        | 0                                                           | 106     | 283                                                      | 0      | 0                                                          |  |
| FEDERAL INCOME TAXES INCURRED                          | 33,110    | 1,608                                                       | 835     | 536                                                      | 265    | 265                                                        |  |
| NET GAIN                                               | 101,907   | 11,294                                                      | 3,196   | 5,184                                                    | 432    | 1,170                                                      |  |
| CAPITAL AND SURPLUS BEGIN YEAR                         | 300,192   | 75,065                                                      | 29,446  | 40,124                                                   | 15,259 | 4,569                                                      |  |

| NAIC NO: 87815 COMPANY: AMERICAN GENERAL GROUP INSURANCE |         | NAIC NO: 85286 COMPANY: AMERICAN GENERAL GROUP INSURANCE |           | NAIC NO: 66672 COMPANY: AMERICAN GENERAL LIFE INS. CO. |           | NAIC NO: 67571 COMPANY: AMERICAN GENERAL LIFE INS. CO. |  |
|----------------------------------------------------------|---------|----------------------------------------------------------|-----------|--------------------------------------------------------|-----------|--------------------------------------------------------|--|
| 66672 AMERICAN GENERAL LIFE AND ACCIDENT                 |         | 67571 AMERICAN GENERAL LIFE INS. CO.                     |           | 60518 AMERICAN HEALTH AND LIFE INSURANCE               |           |                                                        |  |
| 60453 AMERICAN GENERAL LIFE INS. CO. OF DE.              |         |                                                          |           |                                                        |           |                                                        |  |
| NAIC NO:                                                 | 87815   | 85286                                                    | 66672     | 67571                                                  | 60453     | 60518                                                  |  |
| ASSETS                                                   | 152,469 | 373,902                                                  | 3,925,714 | 488,892                                                | 1,062,596 | 284,380                                                |  |
| LIABILITIES                                              | 33,733  | 276,354                                                  | 3,300,501 | 445,724                                                | 849,409   | 209,464                                                |  |
| CAPITAL AND SURPLUS                                      | 118,736 | 97,547                                                   | 625,213   | 43,167                                                 | 213,187   | 74,916                                                 |  |
| TOTAL INCOME                                             | 63,717  | 418,761                                                  | 829,031   | 104,052                                                | 294,667   | 103,608                                                |  |
| TOTAL EXPENSES                                           | 69,940  | 437,719                                                  | 714,397   | 97,891                                                 | 238,001   | 71,426                                                 |  |
| DIVIDENDS TO POLICYHOLDERS                               | 0       | 0                                                        | 2,399     | 121                                                    | 956       | 0                                                      |  |
| FEDERAL INCOME TAXES INCURRED                            | -3,090  | -11,293                                                  | 13,516    | 2,628                                                  | 22,639    | 14,152                                                 |  |
| NET GAIN                                                 | -3,133  | -7,664                                                   | 98,718    | 3,411                                                  | 33,070    | 18,029                                                 |  |
| CAPITAL AND SURPLUS BEGIN YEAR                           | 131,038 | 105,838                                                  | 681,049   | 38,257                                                 | 186,404   | 76,823                                                 |  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60534 COMPANY: AMERICAN HERITAGE LIFE INSURANCE  
60607 AMERICAN INTERNATIONAL LIFE ASSURANCE  
60682 AMERICAN LIFE AND CASUALTY INSURANCENAIC NO: 60577 COMPANY: AMERICAN INCOME LIFE INSURANCE COMPANY  
60631 AMERICAN INVESTORS LIFE INSURANCE  
60704 AMERICAN LIFE INSURANCE COMPANY OF

|                                | NAIC NO: | 60534   | 60577   | 60607     | 60631   | 60682     | 60704   |
|--------------------------------|----------|---------|---------|-----------|---------|-----------|---------|
| ASSETS                         |          | 407,867 | 361,010 | 1,832,260 | 985,459 | 1,400,363 | 528,446 |
| LIABILITIES                    |          | 356,020 | 314,679 | 1,798,207 | 924,013 | 1,425,466 | 490,652 |
| CAPITAL AND SURPLUS            |          | 51,846  | 46,330  | 34,052    | 61,445  | 54,897    | 37,794  |
| TOTAL INCOME                   |          | 214,535 | 137,025 | 669,023   | 579,005 | 611,745   | 426,210 |
| TOTAL EXPENSES                 |          | 203,588 | 107,032 | 666,052   | 562,978 | 584,866   | 422,778 |
| DIVIDENDS TO POLICYHOLDERS     |          | 234     | 0       | 0         | 188     | 170       | 980     |
| FEDERAL INCOME TAXES INCURRED  |          | 2,304   | 9,097   | 8,211     | 3,500   | 913       | 77      |
| NET GAIN                       |          | 8,407   | 20,895  | -5,239    | 12,346  | 25,794    | 2,374   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 48,113  | 46,732  | 24,265    | 48,523  | 45,225    | 13,049  |

NAIC NO: 90948 COMPANY: AMERICAN MERCHANTS LIFE INSURANCE  
71773 AMERICAN NATIONAL LIFE INSURANCE  
80853 AMERICAN PATROIT HEALTH INSURANCENAIC NO: 60739 COMPANY: AMERICAN NATIONAL INSURANCE COMPANY  
84832 AMERICAN OLD LINE LIFE INSURANCE COMPANY  
60763 AMERICAN PIONEER LIFE INSURANCE

|                                | NAIC NO: | 90948  | 60739     | 71773  | 84832 | 80853  | 60763  |
|--------------------------------|----------|--------|-----------|--------|-------|--------|--------|
| ASSETS                         |          | 20,098 | 3,568,994 | 38,037 | 7,073 | 23,736 | 51,318 |
| LIABILITIES                    |          | 15,791 | 2,658,007 | 16,807 | 114   | 11,500 | 41,880 |
| CAPITAL AND SURPLUS            |          | 4,307  | 910,986   | 21,229 | 6,958 | 12,236 | 9,438  |
| TOTAL INCOME                   |          | 5,410  | 698,723   | 6,533  | 672   | 9,356  | 28,216 |
| TOTAL EXPENSES                 |          | 6,071  | 569,371   | 3,583  | -200  | 7,413  | 28,607 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 782       | 9      | 0     | 0      | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | -182   | 26,643    | 608    | 147   | 738    | 1      |
| NET GAIN                       |          | -478   | 101,926   | 2,332  | 724   | 1,205  | -392   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 4,492  | 802,692   | 19,854 | 6,200 | 11,074 | 8,059  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80624 COMPANY: AMERICAN PROGRESSIVE LIFE AND HEALTH  
60836 AMERICAN REPUBLIC INSURANCE COMPANY  
60569 AMERICAN SECURITY LIFE INSURANCENAIC NO: 60801 COMPANY: AMERICAN PUBLIC LIFE INSURANCE COMPANY  
74667 AMERICAN SECURITY LIFE ASSURANCE  
81973 AMERICAN SERVICE LIFE INSURANCE COMPANY

|                                | NAIC NO: | 80624  | 60801  | 60836   | 74667  | 60569   | 81973  |
|--------------------------------|----------|--------|--------|---------|--------|---------|--------|
| ASSETS                         |          | 29,403 | 27,039 | 255,200 | 27,492 | 115,642 | 24,619 |
| LIABILITIES                    |          | 21,242 | 22,072 | 210,297 | 24,561 | 98,780  | 14,469 |
| CAPITAL AND SURPLUS            |          | 8,161  | 4,967  | 44,982  | 2,930  | 16,861  | 10,149 |
| TOTAL INCOME                   |          | 29,922 | 15,313 | 143,173 | 10,886 | 37,584  | 57,946 |
| TOTAL EXPENSES                 |          | 30,829 | 14,248 | 141,655 | 10,369 | 38,567  | 56,865 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 18     | 690     | 0      | 180     | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | 0      | 122    | 105     | 0      | 0       | 127    |
| NET GAIN                       |          | -906   | 923    | 723     | 516    | -1,163  | 953    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 6,611  | 4,225  | 44,498  | 1,911  | 17,669  | 9,008  |

NAIC NO: 86630 COMPANY: AMERICAN SEANDIA LIFE ASSURANCE  
78972 AMERICAN TRANSCONTINENTAL LIFE  
60895 AMERICAN UNITED LIFE INSURANCE COMPANYNAIC NO: 60879 COMPANY: AMERICAN STATES LIFE INSURANCE COMPANY  
76325 AMERICAN TRAVELLERS LIFE INSURANCE  
69612 AMERICAN WAY LIFE INSURANCE COMPANY

|                                | NAIC NO: | 86630  | 60879   | 78972  | 76325  | 60895     | 69612  |
|--------------------------------|----------|--------|---------|--------|--------|-----------|--------|
| ASSETS                         |          | 10,693 | 213,196 | 6,848  | 32,661 | 3,360,588 | 26,115 |
| LIABILITIES                    |          | 727    | 170,851 | 1,719  | 22,413 | 3,238,886 | 18,175 |
| CAPITAL AND SURPLUS            |          | 9,966  | 42,345  | 5,129  | 10,247 | 121,702   | 7,940  |
| TOTAL INCOME                   |          | 579    | 96,606  | -6,433 | 33,392 | 840,024   | 37,008 |
| TOTAL EXPENSES                 |          | 1,611  | 84,146  | -6,677 | 32,801 | 811,065   | 38,044 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 0       | 0      | 0      | 18,204    | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | 0      | 4,617   | 87     | 87     | 877       | -290   |
| NET GAIN                       |          | -1,031 | 7,842   | 155    | 502    | 9,877     | -745   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 0      | 37,404  | 4,922  | 10,009 | 115,205   | 8,511  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68594 COMPANY: AMERICAN-AMICABLE LIFE INSURANCE  
61301 AMERITAS LIFE INSURANCE CORP.  
67962 AMEX LIFE ASSURANCE COMPANYNAIC NO: 69655 COMPANY: AMERICAN-AMICABLE LIFE INSURANCE  
97977 AMERITAS VARIABLE LIFE INSURANCE  
72222 AMICA LIFE INSURANCE COMPANY

|                                | NAIC NO: | 68594   | 69655             | 61301     | 97977  | 67962   | 72222  |
|--------------------------------|----------|---------|-------------------|-----------|--------|---------|--------|
| ASSETS                         |          | 106,363 |                   | 1,170,686 | 13,265 | 762,793 | 91,287 |
| LIABILITIES                    |          | 88,899  | License Cancelled | 1,075,868 | 2,806  | 612,179 | 73,916 |
| CAPITAL AND SURPLUS            |          | 17,463  | Data Unavailable  | 94,818    | 10,458 | 150,614 | 17,371 |
| TOTAL INCOME                   |          | 35,963  | at Printing       | 288,850   | 2,377  | 367,790 | 32,514 |
| TOTAL EXPENSES                 |          | 34,993  |                   | 258,765   | 2,850  | 296,344 | 31,917 |
| DIVIDENDS TO POLICYHOLDERS     |          | 161     |                   | 12,748    | 0      | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | 66      |                   | 8,870     | -161   | 23,297  | 127    |
| NET GAIN                       |          | 740     |                   | 8,465     | -312   | 48,148  | 469    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 18,763  |                   | 88,166    | 8,765  | 137,055 | 17,018 |

NAIC NO: 63282 COMPANY: AMICARE INSURANCE COMPANY  
60941 ANCHOR NATIONAL LIFE INSURANCE  
72591 APPALACHIAN LIFE INSURANCE COMPANYNAIC NO: 85456 COMPANY: AMOCO LIFE INSURANCE COMPANY  
60232 ANNAPOLIS LIFE INSURANCE COMPANY  
60984 APPALACHIAN NATIONAL LIFE INSURANCE

|                                | NAIC NO: | 63282  | 85456   | 60941     | 60232 | 72591  | 60984  |
|--------------------------------|----------|--------|---------|-----------|-------|--------|--------|
| ASSETS                         |          | 12,307 | 250,465 | 1,948,815 | 6,849 | 16,675 | 42,901 |
| LIABILITIES                    |          | 191    | 236,839 | 1,878,753 | 4,282 | 12,703 | 40,885 |
| CAPITAL AND SURPLUS            |          | 12,116 | 13,625  | 70,062    | 2,567 | 3,971  | 2,895  |
| TOTAL INCOME                   |          | 803    | 119,541 | 292,705   | 3,868 | 6,188  | 23,788 |
| TOTAL EXPENSES                 |          | 0      | 128,694 | 265,489   | 4,128 | 5,657  | 25,338 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 0       | 0         | 0     | 0      | 43     |
| FEDERAL INCOME TAXES INCURRED  |          | 307    | -3,262  | 7,524     | 0     | 57     | 0      |
| NET GAIN                       |          | 496    | -5,889  | 19,692    | -260  | 393    | -1,601 |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 11,305 | 9,604   | 66,721    | 2,297 | 3,623  | 6,619  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1968

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 72613 COMPANY: ARCADIA NATIONAL LIFE INSURANCE  
71818 ASSOCIATES FINANCIAL LIFE INSURANCE  
61085 ASSOCIATION LIFE INSURANCE COMPANY INCNAIC NO: 61018 COMPANY: ARGUS LIFE INSURANCE COMPANY  
61069 ASSOCIATES LIFE INSURANCE CO. OF  
61093 ATLANTA LIFE INSURANCE COMPANY

|                                | NAIC NO: | 72613  | 61018  | 71818   | 61069  | 61085   | 61093   |
|--------------------------------|----------|--------|--------|---------|--------|---------|---------|
| ASSETS                         |          | 54,110 | 19,364 | 635,729 | 36,075 | 143,028 | 133,863 |
| LIABILITIES                    |          | 35,607 | 14,577 | 376,149 | 19,261 | 104,399 | 102,797 |
| CAPITAL AND SURPLUS            |          | 18,503 | 4,786  | 259,579 | 16,814 | 38,629  | 31,065  |
| TOTAL INCOME                   |          | 22,911 | 7,982  | 124,752 | 26,803 | 90,601  | 30,228  |
| TOTAL EXPENSES                 |          | 19,620 | 5,901  | 55,032  | 24,982 | 87,039  | 30,215  |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 0      | 0       | 25     | 0       | 0       |
| FEDERAL INCOME TAXES INCURRED  |          | 0      | 61     | 25,309  | 416    | 924     | 420     |
| NET GAIN                       |          | 3,291  | 2,019  | 44,410  | 1,379  | 2,717   | -408    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 12,916 | 2,759  | 207,991 | 15,832 | 35,592  | 30,699  |

NAIC NO: 84522 COMPANY: AUTO CLUB LIFE INSURANCE COMPANY  
68160 BALROA LIFE INSURANCE COMPANY  
61239 BANKERS FIDELITY LIFE INSURANCENAIC NO: 61190 COMPANY: AUTO-OWNERS LIFE INSURANCE COMPANY  
61212 BALTIMORE LIFE INSURANCE COMPANY THE  
61263 BANKERS LIFE AND CASUALTY COMPANY

|                                | NAIC NO: | 84522  | 61190   | 68160   | 61212   | 61239  | 61263     |
|--------------------------------|----------|--------|---------|---------|---------|--------|-----------|
| ASSETS                         |          | 26,120 | 275,364 | 242,930 | 260,325 | 43,386 | 1,577,751 |
| LIABILITIES                    |          | 17,739 | 242,585 | 173,414 | 235,295 | 34,632 | 1,408,370 |
| CAPITAL AND SURPLUS            |          | 8,381  | 32,779  | 69,515  | 25,030  | 8,753  | 169,380   |
| TOTAL INCOME                   |          | 10,298 | 54,733  | 90,780  | 48,241  | 31,422 | 923,505   |
| TOTAL EXPENSES                 |          | 11,199 | 50,740  | 68,818  | 39,244  | 33,645 | 841,339   |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 0       | 0       | 5,268   | 4      | 547       |
| FEDERAL INCOME TAXES INCURRED  |          | -4     | 1,829   | 4,671   | 1,246   | 190    | 12,461    |
| NET GAIN                       |          | -896   | 2,163   | 17,299  | 2,482   | -2,418 | 69,236    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 6,799  | 30,458  | 94,700  | 23,915  | 7,116  | 137,695   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71900 COMPANY: BANKERS NATIONAL LIFE INSURANCE  
61387 BANKERS UNITED LIFE ASSURANCE COMPANY  
80985 BCS LIFE INSURANCE COMPANYNAIC NO: 61360 COMPANY: BANKERS SECURITY LIFE INSURANCE  
94250 BANNER LIFE INSURANCE COMPANY  
61395 BENEFICIAL LIFE INSURANCE COMPANY

|                                | NAIC NO: 71900 | 61360   | 61387   | 94250   | 80985  | 61395   |
|--------------------------------|----------------|---------|---------|---------|--------|---------|
| ASSETS                         | 590,790        | 324,189 | 464,198 | 430,706 | 76,946 | 799,513 |
| LIABILITIES                    | 433,290        | 294,891 | 427,543 | 376,848 | 35,165 | 733,073 |
| CAPITAL AND SURPLUS            | 157,500        | 29,297  | 36,655  | 53,857  | 41,781 | 66,439  |
| TOTAL INCOME                   | 102,306        | 138,861 | 182,427 | 81,468  | 74,509 | 280,415 |
| TOTAL EXPENSES                 | 100,727        | 138,072 | 179,180 | 71,760  | 70,073 | 267,261 |
| DIVIDENDS TO POLICYHOLDERS     | 11,341         | 557     | 51      | 3,688   | 0      | 4,199   |
| FEDERAL INCOME TAXES INCURRED  | -10,025        | 665     | 1,169   | 214     | 829    | 4,649   |
| NET GAIN                       | 262            | -433    | 2,026   | 5,805   | 2,896  | 4,305   |
| CAPITAL AND SURPLUS BEGIN YEAR | 157,500        | 28,049  | 40,318  | 54,447  | 36,237 | 61,913  |

NAIC NO: 61417 COMPANY: BENEFICIAL STANDARD LIFE INSURANCE  
61433 BERKSHIRE LIFE INSURANCE COMPANY  
86371 BRADFORD NATIONAL LIFE INSURANCENAIC NO: 61425 COMPANY: BENEFIT TRUST LIFE INSURANCE CO.  
61476 BOSTON MUTUAL LIFE INSURANCE COMPANY  
61492 BUSINESS MEN'S ASSURANCE COMPANY OF

|                                | NAIC NO: 61417 | 61425   | 61433   | 61476   | 86371   | 61492   |
|--------------------------------|----------------|---------|---------|---------|---------|---------|
| ASSETS                         | 1,000,845      | 292,118 | 646,321 | 269,720 | 136,041 | 873,577 |
| LIABILITIES                    | 925,398        | 242,892 | 608,935 | 247,064 | 120,801 | 746,392 |
| CAPITAL AND SURPLUS            | 75,447         | 49,226  | 37,385  | 22,655  | 15,239  | 127,185 |
| TOTAL INCOME                   | 420,929        | 267,657 | 204,838 | 145,105 | 52,036  | 301,323 |
| TOTAL EXPENSES                 | 412,110        | 268,144 | 172,893 | 138,380 | 51,808  | 284,073 |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 928     | 26,122  | 4,487   | 0       | 1,450   |
| FEDERAL INCOME TAXES INCURRED  | 35             | -2,850  | 2,834   | 1,968   | 0       | 3,332   |
| NET GAIN                       | 8,784          | 1,433   | 2,987   | 268     | 227     | 12,467  |
| CAPITAL AND SURPLUS BEGIN YEAR | 56,422         | 41,905  | 37,083  | 24,789  | 15,527  | 129,988 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 93432 COMPANY: C. M. LIFE INSURANCE COMPANY  
78174 CAPITOL AMERICAN LIFE INSURANCE COMPANY  
61581 CAPITOL LIFE INSURANCE COMPANY THENAIC NO: 80659 COMPANY: CANADA LIFE ASSURANCE COMPANY THE  
62421 CAPITOL BANKERS LIFE INSURANCE COMPANY  
93661 CARILLON LIFE INSURANCE COMPANY

|                                | NAIC NO: | 93432   | 80659     | 78174   | 62421   | 61581     | 93661 |
|--------------------------------|----------|---------|-----------|---------|---------|-----------|-------|
| ASSETS                         |          | 413,665 | 1,052,379 | 107,770 | 290,329 | 1,900,327 | 7,157 |
| LIABILITIES                    |          | 383,001 | 972,313   | 81,041  | 267,592 | 1,834,267 | 913   |
| CAPITAL AND SURPLUS            |          | 30,664  | 80,066    | 26,728  | 22,737  | 66,060    | 6,244 |
| TOTAL INCOME                   |          | 133,264 | -255,462  | 107,713 | 202,658 | 394,451   | 473   |
| TOTAL EXPENSES                 |          | 128,859 | -207,602  | 103,542 | 205,290 | 345,524   | 80    |
| DIVIDENDS TO POLICYHOLDERS     |          | 0       | 4,763     | 0       | 0       | 276       | 0     |
| FEDERAL INCOME TAXES INCURRED  |          | 116     | 0         | 2,173   | 0       | 353       | 44    |
| NET GAIN                       |          | 4,288   | -52,622   | 1,998   | -2,632  | 48,297    | 340   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 27,331  | 32,857    | 25,496  | 5,528   | 70,224    | 5,796 |

NAIC NO: 80799 COMPANY: CELTIC LIFE INSURANCE COMPANY  
61689 CENTRAL LIFE ASSURANCE COMPANY  
61727 CENTRAL RESERVE LIFE OF NORTH AMERICANAIC NO: 61654 COMPANY: CENTENNIAL LIFE INSURANCE COMPANY THE  
61700 CENTRAL NATIONAL LIFE INS. CO.  
61735 CENTRAL SECURITY LIFE INSURANCE COMPANY

|                                | NAIC NO: | 80799   | 61654  | 61689     | 61700   | 61727  | 61735  |
|--------------------------------|----------|---------|--------|-----------|---------|--------|--------|
| ASSETS                         |          | 105,838 | 86,985 | 1,910,027 | 395,149 | 43,562 | 16,305 |
| LIABILITIES                    |          | 73,918  | 80,299 | 1,815,541 | 228,709 | 28,385 | 11,382 |
| CAPITAL AND SURPLUS            |          | 31,919  | 6,685  | 102,485   | 166,439 | 15,177 | 4,923  |
| TOTAL INCOME                   |          | 99,706  | 33,281 | 624,716   | 184,501 | 90,783 | 21,884 |
| TOTAL EXPENSES                 |          | 110,831 | 31,960 | 615,691   | 151,548 | 88,496 | 21,261 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0       | 0      | 25,208    | 936     | 2      | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | -14     | 97     | 0         | 7,905   | 138    | 75     |
| NET GAIN                       |          | -11,111 | 1,223  | -16,183   | 24,110  | 2,065  | 548    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 25,766  | 6,656  | 106,067   | 167,617 | 12,870 | 7,572  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61751 COMPANY: CENTRAL STATES HEALTH & LIFE  
62383 CENTURION LIFE INSURANCE COMPANY  
61778 CERTIFIED LIFE INSURANCE COMPANYNAIC NO: 61883 COMPANY: CENTRAL UNITED LIFE INSURANCE COMPANY  
65749 CENTURY LIFE OF AMERICA  
61888 CHARTER NATIONAL LIFE INSURANCE COMPANY

|                                | NAIC NO: | 61751   | 61883  | 62383   | 65749     | 61778   | 61888   |
|--------------------------------|----------|---------|--------|---------|-----------|---------|---------|
| ASSETS                         |          | 117,725 | 43,630 | 253,051 | 1,037,510 | 117,686 | 921,740 |
| LIABILITIES                    |          | 90,314  | 36,658 | 116,728 | 966,098   | 76,340  | 885,000 |
| CAPITAL AND SURPLUS            |          | 27,410  | 6,972  | 136,323 | 71,412    | 41,346  | 36,740  |
| TOTAL INCOME                   |          | 111,924 | 9,802  | 82,495  | 221,926   | 50,195  | 253,260 |
| TOTAL EXPENSES                 |          | 115,509 | 9,257  | 39,990  | 189,273   | 48,337  | 245,150 |
| DIVIDENDS TO POLICYHOLDERS     |          | 200     | 136    | 0       | 22,924    | 357     | 8       |
| FEDERAL INCOME TAXES INCURRED  |          | -1,035  | 0      | 11,464  | 4,010     | 2,163   | 1,990   |
| NET GAIN                       |          | -2,750  | 407    | 31,040  | 5,716     | 7,337   | 6,120   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 27,505  | 6,452  | 119,895 | 65,471    | 37,534  | 31,600  |

NAIC NO: 61816 COMPANY: CHASE NATIONAL LIFE INSURANCE COMPANY  
79677 CHRYSLER LIFE INSURANCE COMPANY  
76236 CINCINNATI LIFE INSURANCE COMPANYNAIC NO: 61832 COMPANY: CHESAPEAKE LIFE INSURANCE COMPANY, THE  
69965 CHUBB LIFE INSURANCE COMPANY OF AMERICA  
61611 CITADEL LIFE INSURANCE COMPANY THE

|                                | NAIC NO: | 61816  | 61832  | 79677   | 69965   | 76236   | 61611  |
|--------------------------------|----------|--------|--------|---------|---------|---------|--------|
| ASSETS                         |          | 30,681 | 49,355 | 135,552 | 663,254 | 369,298 | 51,275 |
| LIABILITIES                    |          | 21,359 | 45,889 | 114,175 | 590,561 | 234,272 | 34,000 |
| CAPITAL AND SURPLUS            |          | 9,321  | 3,465  | 21,376  | 72,692  | 135,025 | 17,275 |
| TOTAL INCOME                   |          | 4,081  | 10,091 | 66,763  | 209,195 | 93,827  | 33,690 |
| TOTAL EXPENSES                 |          | 3,254  | 9,178  | 71,948  | 193,524 | 60,403  | 30,789 |
| DIVIDENDS TO POLICYHOLDERS     |          | 89     | 500    | 0       | 823     | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | -144   | -17    | -2,116  | 4,457   | 12,500  | 1,768  |
| NET GAIN                       |          | 881    | 430    | -3,069  | 10,390  | 20,923  | 1,132  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 8,127  | 3,281  | 11,899  | 74,112  | 115,418 | 10,131 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60860 COMPANY: CITIZENS AND SOUTHERN LIFE INSURANCE  
61980 COASTAL STATES LIFE INSURANCE COMPANY  
86258 COLOGNE LIFE REINSURANCE COMPANY

NAIC NO: 61921 COMPANY: CITIZENS SECURITY LIFE INSURANCE  
61999 COLLEGE LIFE INSURANCE COMPANY OF  
62049 COLONIAL LIFE & ACCIDENT INSURANCE

|                                | NAIC NO: | 60860  | 61921  | 61980  | 61999   | 86258   | 62049   |
|--------------------------------|----------|--------|--------|--------|---------|---------|---------|
| ASSETS                         |          | 26,411 | 31,408 | 61,635 | 202,396 | 207,135 | 315,473 |
| LIABILITIES                    |          | 16,293 | 25,802 | 55,531 | 170,218 | 167,163 | 223,751 |
| CAPITAL AND SURPLUS            |          | 10,118 | 5,606  | 6,103  | 24,178  | 39,972  | 91,721  |
| TOTAL INCOME                   |          | 12,168 | 12,332 | 6,834  | 40,316  | 127,028 | 246,948 |
| TOTAL EXPENSES                 |          | 10,748 | 13,287 | 3,944  | 34,749  | 127,012 | 222,104 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 93     | 242    | 2,378   | 0       | 0       |
| FEDERAL INCOME TAXES INCURRED  |          | 748    | -266   | 0      | 145     | 2       | 6,968   |
| NET GAIN                       |          | 671    | -781   | 2,647  | 3,043   | 13      | 17,875  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 10,292 | 6,268  | 3,800  | 15,438  | 39,611  | 79,740  |

NAIC NO: 62057 COMPANY: COLONIAL LIFE INSURANCE COMPANY OF  
62065 COLONIAL PENN LIFE INSURANCE COMPANY  
73350 COLUMBIA LIFE INSURANCE COMPANY

NAIC NO: 93610 COMPANY: COLONIAL PENN ANNUITY AND LIFE  
84786 COLORADO BANKERS LIFE INSURANCE COMPANY  
62103 COLUMBIAN MUTUAL LIFE INSURANCE

|                                | NAIC NO: | 62057   | 93610  | 62065   | 84786  | 73350  | 62103   |
|--------------------------------|----------|---------|--------|---------|--------|--------|---------|
| ASSETS                         |          | 461,212 | 43,020 | 603,757 | 32,261 | 23,200 | 247,348 |
| LIABILITIES                    |          | 413,890 | 34,703 | 490,164 | 25,388 | 25,021 | 229,093 |
| CAPITAL AND SURPLUS            |          | 47,313  | 8,317  | 113,592 | 6,872  | -1,821 | 18,254  |
| TOTAL INCOME                   |          | 377,649 | 23,628 | 428,444 | 16,903 | 15,216 | 79,307  |
| TOTAL EXPENSES                 |          | 368,906 | 25,624 | 415,915 | 15,978 | 19,318 | 65,735  |
| DIVIDENDS TO POLICYHOLDERS     |          | 458     | 0      | 0       | 0      | 0      | 12,861  |
| FEDERAL INCOME TAXES INCURRED  |          | 2,431   | 0      | 0       | 34     | 0      | 78      |
| NET GAIN                       |          | 5,852   | -1,996 | 12,528  | 890    | -4,102 | 632     |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 47,720  | 9,883  | 116,172 | 8,241  | 1,200  | 14,974  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62111 COMPANY: COLUMBUS MUTUAL LIFE INSURANCE COMPANY  
66508 COMMERCIAL LIFE INSURANCE COMPANY  
62898 COMMERCIAL UNION LIFE INSURANCE

NAIC NO: 62146 COMPANY: COMBINED INSURANCE COMPANY OF AMERICA  
81426 COMMERCIAL TRAVELERS MUTUAL INSURANCE  
62227 COMMONWEALTH LIFE INSURANCE COMPANY OF

|                                | NAIC NO: | 62111     | 62146     | 66508   | 81426  | 62898   | 62227     |
|--------------------------------|----------|-----------|-----------|---------|--------|---------|-----------|
| ASSETS                         |          | 1,038,705 | 1,832,230 | 320,267 | 25,170 | 336,518 | 3,505,678 |
| LIABILITIES                    |          | 984,089   | 1,292,991 | 272,509 | 18,715 | 309,874 | 3,317,612 |
| CAPITAL AND SURPLUS            |          | 54,615    | 539,247   | 47,757  | 6,454  | 26,644  | 188,065   |
| TOTAL INCOME                   |          | 305,870   | 1,009,572 | 415,632 | 13,505 | 109,331 | 1,108,664 |
| TOTAL EXPENSES                 |          | 300,338   | 885,766   | 385,989 | 13,265 | 106,384 | 1,096,598 |
| DIVIDENDS TO POLICYHOLDERS     |          | 12,686    | 1,464     | 0       | 0      | 0       | 360       |
| FEDERAL INCOME TAXES INCURRED  |          | 0         | 35,917    | -1,750  | 23     | 854     | -5,524    |
| NET GAIN                       |          | -7,154    | 166,424   | 31,393  | 216    | 2,091   | 17,229    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 70,873    | 441,604   | 87,730  | 5,684  | 24,548  | 141,379   |

NAIC NO: 94080 COMPANY: COMMUNITY NATIONAL ASSURANCE COMPANY  
99384 CONFEDERATION LIFE INSURANCE AND  
73504 CONGRESS LIFE INSURANCE COMPANY

NAIC NO: 77828 COMPANY: COMPANION LIFE INSURANCE COMPANY  
80667 CONFEDERATION LIFE INSURANCE COMPANY  
62308 CONNECTICUT GENERAL LIFE INSURANCE

|                                | NAIC NO: | 94080 | 77828  | 99384  | 80667     | 73504  | 62308      |
|--------------------------------|----------|-------|--------|--------|-----------|--------|------------|
| ASSETS                         |          | 5,230 | 23,773 | 64,694 | 2,666,830 | 15,306 | 31,095,471 |
| LIABILITIES                    |          | 1,081 | 15,920 | 51,539 | 2,631,789 | 7,983  | 29,672,440 |
| CAPITAL AND SURPLUS            |          | 4,149 | 7,853  | 13,154 | 35,040    | 7,323  | 1,423,030  |
| TOTAL INCOME                   |          | 2,262 | 16,925 | 24,749 | 1,182,505 | 12,658 | 4,873,543  |
| TOTAL EXPENSES                 |          | 2,470 | 15,542 | 19,881 | 1,248,927 | 10,102 | 4,403,540  |
| DIVIDENDS TO POLICYHOLDERS     |          | 0     | 0      | 1,375  | 25,266    | 0      | 29,588     |
| FEDERAL INCOME TAXES INCURRED  |          | -10   | 127    | 374    | 0         | 516    | 151,435    |
| NET GAIN                       |          | -197  | 1,254  | 3,117  | -91,689   | 2,040  | 288,979    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 4,439 | 6,084  | 10,434 | 11,671    | 7,778  | 1,225,151  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62316 COMPANY: CONNECTICUT MUTUAL LIFE INSURANCE  
62359 CONSTITUTION LIFE INSURANCE COMPANY  
61484 CONSUMERS LIFE INSURANCE COMPANY OFNAIC NO: 93769 COMPANY: CONNECTICUT NATIONAL LIFE INSURANCE  
62375 CONSUMERS LIFE INSURANCE COMPANY  
62278 CONSUMERS UNITED INSURANCE COMPANY

|                                | NAIC NO: 62316 | 93769   | 62359   | 62375  | 61484  | 62278  |
|--------------------------------|----------------|---------|---------|--------|--------|--------|
| ASSETS                         | 10,824,980     | 364,362 | 342,163 | 84,100 | 28,721 | 46,950 |
| LIABILITIES                    | 10,463,739     | 353,604 | 297,423 | 70,778 | 24,704 | 41,491 |
| CAPITAL AND SURPLUS            | 361,241        | 10,758  | 44,740  | 13,321 | 4,017  | 5,459  |
| TOTAL INCOME                   | 3,033,339      | 160,665 | 60,476  | 27,765 | 20,400 | 49,883 |
| TOTAL EXPENSES                 | 2,732,373      | 179,884 | 38,711  | 25,631 | 21,600 | 51,534 |
| DIVIDENDS TO POLICYHOLDERS     | 281,273        | 0       | 5,513   | 59     | 1      | 0      |
| FEDERAL INCOME TAXES INCURRED  | 16,288         | 5       | 4,146   | 220    | 0      | -487   |
| NET GAIN                       | 3,395          | -19,224 | 12,104  | 1,853  | -1,201 | -1,163 |
| CAPITAL AND SURPLUS BEGIN YEAR | 344,585        | 31,286  | 38,509  | 10,097 | 2,512  | 6,428  |

NAIC NO: 62405 COMPANY: CONTINENTAL AMERICAN LIFE INSURANCE  
71404 CONTINENTAL GENERAL INSURANCE COMPANY  
62510 CONTINENTAL WESTERN LIFE INSURANCENAIC NO: 62413 COMPANY: CONTINENTAL ASSURANCE COMPANY  
62472 CONTINENTAL LIFE INSURANCE COMPANY (FOR  
62596 CREDIT LIFE INSURANCE COMPANY THE

|                                | NAIC NO: 62405 | 62413     | 71404  | 62472  | 62510   | 62596   |
|--------------------------------|----------------|-----------|--------|--------|---------|---------|
| ASSETS                         | 473,524        | 7,288,168 | 64,983 | 64,827 | 182,444 | 208,975 |
| LIABILITIES                    | 401,454        | 6,653,297 | 59,598 | 52,818 | 161,991 | 190,314 |
| CAPITAL AND SURPLUS            | 72,070         | 634,871   | 14,385 | 12,009 | 20,453  | 18,661  |
| TOTAL INCOME                   | 163,547        | 3,027,138 | 36,208 | 30,711 | 59,122  | 96,508  |
| TOTAL EXPENSES                 | 150,649        | 2,895,032 | 35,960 | 26,908 | 55,571  | 95,297  |
| DIVIDENDS TO POLICYHOLDERS     | 7,263          | 21,399    | 16     | 1      | 28      | 0       |
| FEDERAL INCOME TAXES INCURRED  | 2,046          | 30,659    | 331    | 752    | 1,170   | -185    |
| NET GAIN                       | 3,589          | 80,048    | -99    | 3,048  | 2,352   | 1,396   |
| CAPITAL AND SURPLUS BEGIN YEAR | 60,910         | 543,286   | 14,895 | 10,885 | 17,649  | 17,331  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64602 COMPANY: CROWN AMERICA LIFE INSURANCE COMPANY  
86126 CUDIS INSURANCE SOCIETY, INC.  
62634 DELAWARE AMERICAN LIFE INSURANCENAIC NO: 80675 COMPANY: CROWN LIFE INSURANCE COMPANY  
62626 CUNA MUTUAL INSURANCE SOCIETY  
65145 DELTA LIFE AND ANNUITY COMPANY

|                                | NAIC NO: 64602 | 80675     | 86126   | 62626   | 62634   | 65145   |
|--------------------------------|----------------|-----------|---------|---------|---------|---------|
| ASSETS                         | 174,875        | 4,184,199 | 306,791 | 961,986 | 88,301  | 344,491 |
| LIABILITIES                    | 151,226        | 4,172,253 | 290,755 | 760,976 | 76,807  | 320,279 |
| CAPITAL AND SURPLUS            | 23,649         | 11,945    | 106,036 | 201,010 | 11,493  | 24,211  |
| TOTAL INCOME                   | 32,797         | 1,374,459 | 148,973 | 606,875 | 26,341  | 121,974 |
| TOTAL EXPENSES                 | 34,781         | 1,493,323 | 122,565 | 584,653 | 43,179  | 119,896 |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 21,315    | 3,584   | 13,012  | 1       | 0       |
| FEDERAL INCOME TAXES INCURRED  | 0              | 0         | 4,469   | 7,612   | -5,568  | 133     |
| NET GAIN                       | -1,984         | -140,179  | 18,354  | 1,598   | -11,271 | 1,945   |
| CAPITAL AND SURPLUS BEGIN YEAR | 25,782         | 11,835    | 89,443  | 174,758 | 12,957  | 17,800  |

NAIC NO: 86045 COMPANY: DEPENDABLE LIFE INSURANCE COMPANY  
70688 DREYFUS LIFE INSURANCE COMPANY  
62804 EDUCATORS MUTUAL LIFE INSURANCE COMPANYNAIC NO: 93548 COMPANY: DREYFUS CONSUMER LIFE INSURANCE COMPANY  
62707 DURHAM LIFE INSURANCE COMPANY  
84174 EMPLOYEES LIFE COMPANY (MUTUAL)

|                                | NAIC NO: 86045 | 93548 | 70688  | 62707   | 62804   | 84174  |
|--------------------------------|----------------|-------|--------|---------|---------|--------|
| ASSETS                         | 18,608         | 7,845 | 14,679 | 767,116 | 104,976 | 41,980 |
| LIABILITIES                    | 15,483         | 106   | 5,468  | 717,962 | 85,595  | 36,873 |
| CAPITAL AND SURPLUS            | 3,124          | 7,739 | 9,210  | 49,153  | 19,380  | 5,106  |
| TOTAL INCOME                   | 7,525          | 489   | 1,330  | 351,592 | 69,089  | 14,698 |
| TOTAL EXPENSES                 | 8,020          | 0     | 554    | 355,834 | 65,621  | 14,271 |
| DIVIDENDS TO POLICYHOLDERS     | 29             | 0     | 0      | 583     | 2,686   | 81     |
| FEDERAL INCOME TAXES INCURRED  | -87            | 166   | 212    | -1,050  | 0       | 0      |
| NET GAIN                       | -437           | 323   | 559    | -3,775  | 780     | 345    |
| CAPITAL AND SURPLUS BEGIN YEAR | 2,582          | 7,395 | 8,669  | 63,709  | 17,702  | 4,833  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                                                                                                                                                         |          |                                                                                                                                           |        |         |        |            |           |
|---------------------------------------------------------------------------------------------------------------------------------------------------------|----------|-------------------------------------------------------------------------------------------------------------------------------------------|--------|---------|--------|------------|-----------|
| NAIC NO: 62901 COMPANY: EMPLOYERS LIFE INSURANCE COMPANY OF<br>68276 EMPLOYERS REASSURANCE CORPORATION<br>62944 EQUITABLE LIFE ASSURANCE SOCIETY OF THE |          | NAIC NO: 62928 COMPANY: EMPLOYERS MODERN LIFE COMPANY<br>64149 EPIC LIFE INSURANCE COMPANY, THE<br>62979 EQUITABLE LIFE INSURANCE COMPANY |        |         |        |            |           |
|                                                                                                                                                         | NAIC NO: | 62901                                                                                                                                     | 62928  | 68276   | 64149  | 62944      | 62979     |
| ASSETS                                                                                                                                                  |          | 693,404                                                                                                                                   | 60,244 | 920,297 | 12,600 | 50,415,470 | 1,420,335 |
| LIABILITIES                                                                                                                                             |          | 557,286                                                                                                                                   | 54,008 | 634,044 | 3,968  | 49,102,696 | 1,321,385 |
| CAPITAL AND SURPLUS                                                                                                                                     |          | 46,117                                                                                                                                    | 6,235  | 286,253 | 8,631  | 1,312,774  | 98,950    |
| TOTAL INCOME                                                                                                                                            |          | 116,407                                                                                                                                   | 18,864 | 889,830 | 9,203  | 8,219,386  | 283,095   |
| TOTAL EXPENSES                                                                                                                                          |          | 106,218                                                                                                                                   | 18,887 | 817,732 | 9,451  | 7,998,074  | 234,590   |
| DIVIDENDS TO POLICYHOLDERS                                                                                                                              |          | 611                                                                                                                                       | 149    | 0       | 0      | 203,818    | 30,219    |
| FEDERAL INCOME TAXES INCURRED                                                                                                                           |          | 2,099                                                                                                                                     | -20    | 953     | 0      | -57,146    | 3,676     |
| NET GAIN                                                                                                                                                |          | 7,477                                                                                                                                     | -151   | 71,144  | -247   | 74,639     | 14,608    |
| CAPITAL AND SURPLUS BEGIN YEAR                                                                                                                          |          | 36,797                                                                                                                                    | 6,051  | 272,927 | 8,895  | 1,249,732  | 77,386    |

|                                                     |          |                                                           |           |        |        |         |         |
|-----------------------------------------------------|----------|-----------------------------------------------------------|-----------|--------|--------|---------|---------|
| NAIC NO: 62880 COMPANY: EQUITABLE OF COLORADO, INC. |          | NAIC NO: 81361 COMPANY: EQUITABLE VARIABLE LIFE INSURANCE |           |        |        |         |         |
| 73911 EQUITY BENEFIT LIFE INSURANCE COMPANY         |          | 62987 EQUITY NATIONAL LIFE INSURANCE COMPANY              |           |        |        |         |         |
| 70769 ERIE FAMILY LIFE INSURANCE COMPANY            |          | 66877 EXECUTIVE FUND LIFE INSURANCE COMPANY               |           |        |        |         |         |
|                                                     | NAIC NO: | 62880                                                     | 81361     | 73911  | 62987  | 70769   | 66877   |
| ASSETS                                              |          | 219,079                                                   | 7,832,293 | 12,785 | 63,617 | 141,178 | 210,537 |
| LIABILITIES                                         |          | 193,766                                                   | 7,385,376 | 9,496  | 33,112 | 116,196 | 193,676 |
| CAPITAL AND SURPLUS                                 |          | 25,313                                                    | 446,917   | 3,288  | 30,504 | 24,982  | 16,860  |
| TOTAL INCOME                                        |          | 156,599                                                   | 1,989,915 | 2,276  | 34,482 | 39,122  | 157,159 |
| TOTAL EXPENSES                                      |          | 159,560                                                   | 1,936,511 | 2,016  | 28,395 | 31,086  | 151,716 |
| DIVIDENDS TO POLICYHOLDERS                          |          | 0                                                         | 0         | 9      | 0      | 0       | 0       |
| FEDERAL INCOME TAXES INCURRED                       |          | -884                                                      | -11,345   | -5     | 1,247  | 1,876   | 2,373   |
| NET GAIN                                            |          | -2,076                                                    | 64,749    | 255    | 4,838  | 6,160   | 3,070   |
| CAPITAL AND SURPLUS BEGIN YEAR                      |          | 14,127                                                    | 275,628   | 3,242  | 26,417 | 21,663  | 14,408  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

| NAIC NO: 63010 COMPANY: EXECUTIVE LIFE INSURANCE COMPANY |            | NAIC NO: 61913 COMPANY: EXECUTIVE LIFE INSURANCE COMPANY OF |         | NAIC NO: 63053 COMPANY: FAMILY LIFE INSURANCE COMPANY |         | NAIC NO: 63193 COMPANY: FARMERS AND TRADERS LIFE INSURANCE |  |
|----------------------------------------------------------|------------|-------------------------------------------------------------|---------|-------------------------------------------------------|---------|------------------------------------------------------------|--|
| 80322                                                    |            | 63053                                                       |         | 63053                                                 |         | 63193                                                      |  |
| 74004                                                    |            | 63053                                                       |         | 63053                                                 |         | 63193                                                      |  |
| NAIC NO:                                                 | 63010      | 61913                                                       | 80322   | 63053                                                 | 74004   | 63193                                                      |  |
| ASSETS                                                   | 12,803,739 | 3,977,655                                                   | 164,755 | 2,426,172                                             | 392,902 | 172,880                                                    |  |
| LIABILITIES                                              | 12,468,982 | 3,916,195                                                   | 39,690  | 2,310,880                                             | 369,428 | 160,565                                                    |  |
| CAPITAL AND SURPLUS                                      | 334,757    | 61,460                                                      | 125,057 | 115,291                                               | 32,473  | 12,315                                                     |  |
| TOTAL INCOME                                             | 2,115,528  | 1,322,235                                                   | 39,719  | 981,683                                               | 172,823 | 35,108                                                     |  |
| TOTAL EXPENSES                                           | 1,917,741  | 1,318,142                                                   | 13,831  | 963,774                                               | 171,518 | 31,488                                                     |  |
| DIVIDENDS TO POLICYHOLDERS                               | 394        | 452                                                         | 0       | 0                                                     | 0       | 3,851                                                      |  |
| FEDERAL INCOME TAXES INCURRED                            | 6,076      | 1,237                                                       | 7,059   | 8,397                                                 | 1,528   | -593                                                       |  |
| NET GAIN                                                 | 191,316    | 2,402                                                       | 18,828  | 9,511                                                 | -222    | 361                                                        |  |
| CAPITAL AND SURPLUS BEGIN YEAR                           | 204,369    | 97,179                                                      | 101,133 | 114,031                                               | 21,162  | 12,305                                                     |  |

| NAIC NO: 67695 COMPANY: FEDERAL HOME LIFE INSURANCE COMPANY |         | NAIC NO: 63207 COMPANY: FEDERAL KEMPER LIFE ASSURANCE COMPANY |         | NAIC NO: 63258 COMPANY: FEDERATED LIFE INSURANCE COMPANY |           | NAIC NO: 63274 COMPANY: FIDELITY INVESTMENTS LIFE INSURANCE |  |
|-------------------------------------------------------------|---------|---------------------------------------------------------------|---------|----------------------------------------------------------|-----------|-------------------------------------------------------------|--|
| 63223                                                       |         | 63258                                                         |         | 63258                                                    |           | 63274                                                       |  |
| 63274                                                       |         | 63258                                                         |         | 63258                                                    |           | 63274                                                       |  |
| NAIC NO:                                                    | 67695   | 63207                                                         | 63223   | 63258                                                    | 63274     | 93696                                                       |  |
| ASSETS                                                      | 728,144 | 1,778,800                                                     | 174,146 | 257,681                                                  | 2,307,790 | 10,612                                                      |  |
| LIABILITIES                                                 | 627,950 | 1,664,816                                                     | 148,133 | 190,907                                                  | 2,138,867 | 5,431                                                       |  |
| CAPITAL AND SURPLUS                                         | 100,193 | 113,983                                                       | 34,013  | 66,773                                                   | 168,923   | 5,181                                                       |  |
| TOTAL INCOME                                                | 238,348 | 479,496                                                       | 23,328  | 64,980                                                   | 1,261,602 | 6,495                                                       |  |
| TOTAL EXPENSES                                              | 222,666 | 434,166                                                       | 22,245  | 52,418                                                   | 1,371,564 | 6,881                                                       |  |
| DIVIDENDS TO POLICYHOLDERS                                  | 0       | 102                                                           | 990     | 0                                                        | 1,085     | 0                                                           |  |
| FEDERAL INCOME TAXES INCURRED                               | 257     | 14,996                                                        | 308     | 5,422                                                    | 2,322     | 0                                                           |  |
| NET GAIN                                                    | 15,424  | 38,230                                                        | -216    | 7,139                                                    | -113,370  | -3861                                                       |  |
| CAPITAL AND SURPLUS BEGIN YEAR                              | 56,478  | 106,648                                                       | 30,270  | 68,349                                                   | 106,824   | 4,968                                                       |  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

| NAIC NO: 63290 COMPANY: FIDELITY LIFE ASSOCIATION A |         | NAIC NO: 63304 COMPANY: FIDELITY MUTUAL LIFE INSURANCE |         | NAIC NO: 93246 COMPANY: FIDELITY STANDARD LIFE INSURANCE |         | NAIC NO: 92509 COMPANY: FINANCIAL HORIZONS LIFE INSURANCE |  | NAIC NO: 92657 |  |
|-----------------------------------------------------|---------|--------------------------------------------------------|---------|----------------------------------------------------------|---------|-----------------------------------------------------------|--|----------------|--|
| 71870 FIDELITY SECURITY LIFE INSURANCE COMPANY      |         | 93246                                                  |         | 92509                                                    |         | 92657                                                     |  |                |  |
| 92509 FIDELITY UNION LIFE INSURANCE COMPANY         |         | 71870                                                  |         | 93246                                                    |         | 92509                                                     |  | 92657          |  |
| ASSETS                                              | 249,622 | 1,100,125                                              | 128,822 | 129,249                                                  | 706,424 | 56,576                                                    |  |                |  |
| LIABILITIES                                         | 149,200 | 1,055,915                                              | 110,239 | 117,106                                                  | 560,653 | 7,575                                                     |  |                |  |
| CAPITAL AND SURPLUS                                 | 100,421 | 44,210                                                 | 18,583  | 12,063                                                   | 145,771 | 49,000                                                    |  |                |  |
| TOTAL INCOME                                        | 43,810  | 288,569                                                | 68,940  | 43,348                                                   | 179,740 | 8,471                                                     |  |                |  |
| TOTAL EXPENSES                                      | 38,123  | 259,064                                                | 66,740  | 42,622                                                   | 169,080 | 8,316                                                     |  |                |  |
| DIVIDENDS TO POLICYHOLDERS                          | 1,493   | 28,143                                                 | 0       | 0                                                        | 487     | 0                                                         |  |                |  |
| FEDERAL INCOME TAXES INCURRED                       | -384    | -2,619                                                 | 386     | 273                                                      | -1,888  | 83                                                        |  |                |  |
| NET GAIN                                            | 4,578   | 3,981                                                  | 1,814   | 452                                                      | 12,139  | 71                                                        |  |                |  |
| CAPITAL AND SURPLUS BEGIN YEAR                      | 90,323  | 42,064                                                 | 15,621  | 10,364                                                   | 139,517 | 8,959                                                     |  |                |  |

| NAIC NO: 65447 COMPANY: FIRST CAPITAL LIFE INSURANCE COMPANY |           | NAIC NO: 68489 COMPANY: FIRST COMMONWEALTH LIFE INSURANCE |         | NAIC NO: 93467 COMPANY: FIRST DELAWARE LIFE INSURANCE COMPANY |           | NAIC NO: 81213 COMPANY: FIRST INTERNATIONAL LIFE INSURANCE |  | NAIC NO: 60003 |  |
|--------------------------------------------------------------|-----------|-----------------------------------------------------------|---------|---------------------------------------------------------------|-----------|------------------------------------------------------------|--|----------------|--|
| 64696                                                        |           | 68489                                                     |         | 93467                                                         |           | 81213                                                      |  | 60003          |  |
| 81213                                                        |           | 64696                                                     |         | 93467                                                         |           | 81213                                                      |  | 60003          |  |
| ASSETS                                                       | 4,069,408 | 2,410                                                     | 135,945 | 93,279                                                        | 118,015   | 66,538                                                     |  |                |  |
| LIABILITIES                                                  | 3,981,139 | 7                                                         | 126,266 | 85,166                                                        | 10,270    | 47,959                                                     |  |                |  |
| CAPITAL AND SURPLUS                                          | 88,268    | 2,402                                                     | 9,679   | 8,112                                                         | 107,744   | 18,579                                                     |  |                |  |
| TOTAL INCOME                                                 | 1,209,260 | 2,368                                                     | 36,364  | 70,525                                                        | 1,622,587 | 19,035                                                     |  |                |  |
| TOTAL EXPENSES                                               | 1,172,935 | 2,381                                                     | 32,824  | 68,690                                                        | 1,514,405 | 16,864                                                     |  |                |  |
| DIVIDENDS TO POLICYHOLDERS                                   | 342       | 11                                                        | 530     | 0                                                             | 40,079    | 264                                                        |  |                |  |
| FEDERAL INCOME TAXES INCURRED                                | 13,890    | 0                                                         | 66      | 411                                                           | 21,761    | 158                                                        |  |                |  |
| NET GAIN                                                     | 22,091    | -24                                                       | 2,942   | 1,422                                                         | 46,340    | 1,747                                                      |  |                |  |
| CAPITAL AND SURPLUS BEGIN YEAR                               | 76,950    | 2,316                                                     | 6,820   | 8,435                                                         | 61,565    | 20,801                                                     |  |                |  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                                                        |                                                      |  |  |  |  |  |
|--------------------------------------------------------|------------------------------------------------------|--|--|--|--|--|
| NAIC NO: 63495 COMPANY: FIRST INVESTORS LIFE INSURANCE | NAIC NO: 74217 COMPANY: FIRST LIFE ASSURANCE COMPANY |  |  |  |  |  |
| 63525 FIRST NATIONAL LIFE INSURANCE COMPANY OF         | 67652 FIRST PENN-PACIFIC LIFE INSURANCE              |  |  |  |  |  |
| 77984 FIRST VARIABLE LIFE INSURANCE COMPANY            | 69051 FIRSTMARK STANDARD LIFE INSURANCE              |  |  |  |  |  |

  

|                                |          |         |         |        |         |         |        |
|--------------------------------|----------|---------|---------|--------|---------|---------|--------|
|                                | NAIC NO: | 63495   | 74217   | 63525  | 67652   | 77984   | 69051  |
| ASSETS                         |          | 154,215 | 104,295 | 36,295 | 364,933 | 215,146 | 83,830 |
| LIABILITIES                    |          | 147,955 | 92,919  | 30,578 | 330,963 | 177,923 | 77,391 |
| CAPITAL AND SURPLUS            |          | 6,259   | 11,376  | 5,716  | 33,970  | 37,223  | 6,439  |
| TOTAL INCOME                   |          | 63,783  | 53,110  | 8,399  | 100,373 | 64,906  | 8,392  |
| TOTAL EXPENSES                 |          | 62,677  | 64,756  | 6,473  | 89,859  | 63,328  | 4,315  |
| DIVIDENDS TO POLICYHOLDERS     |          | 834     | 0       | 3      | 0       | 0       | 90     |
| FEDERAL INCOME TAXES INCURRED  |          | 130     | -34     | 256    | 0       | 316     | -489   |
| NET GAIN                       |          | 140     | -11,603 | 1,665  | 10,513  | 1,261   | 4,475  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 6,259   | 4,077   | 4,180  | 24,664  | 40,668  | 7,508  |

|                                                     |                                                         |  |  |  |  |  |
|-----------------------------------------------------|---------------------------------------------------------|--|--|--|--|--|
| NAIC NO: 63576 COMPANY: FORD LIFE INSURANCE COMPANY | NAIC NO: 71439 COMPANY: FOREMOST LIFE INSURANCE COMPANY |  |  |  |  |  |
| 91642 FORETHOUGHT LIFE INSURANCE COMPANY            | 71129 FORT DEARBORN LIFE INSURANCE COMPANY              |  |  |  |  |  |
| 63622 FRANKLIN LIFE INSURANCE COMPANY THE           | 62324 FREEDOM LIFE INSURANCE COMPANY OF                 |  |  |  |  |  |

  

|                                |          |         |        |        |         |           |       |
|--------------------------------|----------|---------|--------|--------|---------|-----------|-------|
|                                | NAIC NO: | 63576   | 71439  | 91642  | 71129   | 63622     | 62324 |
| ASSETS                         |          | 236,527 | 80,156 | 92,802 | 110,833 | 4,229,606 | 4,979 |
| LIABILITIES                    |          | 194,102 | 65,598 | 86,022 | 84,905  | 3,703,206 | 861   |
| CAPITAL AND SURPLUS            |          | 42,425  | 14,557 | 6,780  | 25,927  | 526,400   | 4,118 |
| TOTAL INCOME                   |          | 159,739 | 70,366 | 86,864 | 67,558  | 900,800   | 4,527 |
| TOTAL EXPENSES                 |          | 145,805 | 75,544 | 85,511 | 65,902  | 688,845   | 3,853 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0       | 0      | 0      | 0       | 91,474    | 0     |
| FEDERAL INCOME TAXES INCURRED  |          | 5,475   | 19     | 606    | -41     | 36,700    | 101   |
| NET GAIN                       |          | 8,458   | -5,197 | 747    | 1,697   | 83,780    | 572   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 14,857  | 21,105 | 6,436  | 24,307  | 493,500   | 3,631 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 99260 COMPANY: FRONTIER NATIONAL LIFE INSURANCE  
97829 GEICO ANNUITY AND INSURANCE COMPANY  
93521 GENERAL FIDELITY LIFE INSURANCE COMPANYNAIC NO: 63657 COMPANY: GARDEN STATE LIFE INSURANCE COMPANY  
63665 GENERAL AMERICAN LIFE INSURANCE COMPANY  
63703 GENERAL LIFE INSURANCE CORPORATION OF

|                                | NAIC NO: | 99260 | 63657   | 97829  | 63665     | 93521  | 63703  |
|--------------------------------|----------|-------|---------|--------|-----------|--------|--------|
| ASSETS                         |          | 4,374 | 116,021 | 9,094  | 4,947,374 | 99,752 | 89,342 |
| LIABILITIES                    |          | 120   | 98,530  | 579    | 4,746,084 | 43,476 | 79,111 |
| CAPITAL AND SURPLUS            |          | 4,254 | 17,490  | 8,515  | 201,290   | 56,276 | 10,230 |
| TOTAL INCOME                   |          | 397   | 74,059  | -5,284 | 1,737,604 | 30,540 | 17,509 |
| TOTAL EXPENSES                 |          | 113   | 84,006  | -8,164 | 1,628,269 | 29,110 | 17,553 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0     | 0       | 0      | 91,694    | 0      | 24     |
| FEDERAL INCOME TAXES INCURRED  |          | 51    | -5,590  | 569    | 15,094    | -730   | 0      |
| NET GAIN                       |          | 232   | -4,356  | 2,310  | 2,545     | 2,159  | -68    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 4,027 | 15,928  | 6,933  | 169,749   | 53,793 | 10,603 |

NAIC NO: 63762 COMPANY: GENERAL SERVICES LIFE INSURANCE COMPANY  
63797 GEORGIA INTERNATIONAL LIFE INSURANCE  
63819 GERMANTOWN LIFE INSURANCE COMPANYNAIC NO: 63770 COMPANY: GEORGE WASHINGTON LIFE INSURANCE  
70939 GERBER LIFE INSURANCE COMPANY  
91472 GLOBE LIFE AND ACCIDENT INSURANCE

|                                | NAIC NO: | 63762   | 63770   | 63797   | 70939  | 63819  | 91472   |
|--------------------------------|----------|---------|---------|---------|--------|--------|---------|
| ASSETS                         |          | 300,468 | -25,163 | 223,793 | 52,043 | 15,255 | 539,306 |
| LIABILITIES                    |          | 296,276 | 21,749  | 205,966 | 40,225 | 9,637  | 338,333 |
| CAPITAL AND SURPLUS            |          | 4,192   | 3,413   | 17,827  | 11,817 | 5,618  | 201,052 |
| TOTAL INCOME                   |          | 144,096 | 23,451  | 93,168  | 32,792 | 7,649  | 357,533 |
| TOTAL EXPENSES                 |          | 148,353 | 24,612  | 97,583  | 32,350 | 7,693  | 204,524 |
| DIVIDENDS TO POLICYHOLDERS     |          | 166     | 21      | 185     | 0      | 0      | 197     |
| FEDERAL INCOME TAXES INCURRED  |          | 0       | 0       | 0       | 306    | 0      | 3,922   |
| NET GAIN                       |          | -4,423  | -1,181  | -4,601  | 135    | -43    | 148,889 |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 9,083   | 5,368   | 22,677  | 12,392 | 5,704  | 318,236 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

| NAIC NO: 63894 COMPANY: GLOBE LIFE INSURANCE COMPANY |         | NAIC NO: 80942 COMPANY: GOLDEN AMERICAN LIFE INSURANCE COMPANY |         | NAIC NO: 63924 COMPANY: GOLDEN STATE MUTUAL LIFE INSURANCE |         | NAIC NO: 63312 COMPANY: GREAT AMERICAN LIFE INSURANCE COMPANY |  |
|------------------------------------------------------|---------|----------------------------------------------------------------|---------|------------------------------------------------------------|---------|---------------------------------------------------------------|--|
| 62286 GOLDEN RULE INSURANCE COMPANY                  |         | 63924                                                          |         | 63924                                                      |         | 63312                                                         |  |
| 63967 GOVERNMENT PERSONNEL MUTUAL LIFE               |         | 63312                                                          |         |                                                            |         |                                                               |  |
| NAIC NO:                                             | 63894   | 80942                                                          | 62286   | 63924                                                      | 63967   | 63312                                                         |  |
| ASSETS                                               | 863,081 | 10,204                                                         | 367,579 | 116,817                                                    | 303,971 | 2,940,540                                                     |  |
| LIABILITIES                                          | 766,130 | 675                                                            | 326,082 | 110,754                                                    | 281,533 | 2,841,232                                                     |  |
| CAPITAL AND SURPLUS                                  | 96,951  | 9,529                                                          | 41,496  | 6,063                                                      | 22,438  | 99,307                                                        |  |
| TOTAL INCOME                                         | 245,713 | 468                                                            | 434,433 | 43,190                                                     | 67,251  | 598,422                                                       |  |
| TOTAL EXPENSES                                       | 197,082 | 622                                                            | 453,758 | 44,104                                                     | 57,189  | 583,772                                                       |  |
| DIVIDENDS TO POLICYHOLDERS                           | 100     | 0                                                              | 464     | 86                                                         | 7,097   | 0                                                             |  |
| FEDERAL INCOME TAXES INCURRED                        | 4,533   | 0                                                              | -5,066  | 0                                                          | 1,182   | 9,599                                                         |  |
| NET GAIN                                             | 43,995  | -154                                                           | -14,722 | -1,000                                                     | 1,783   | 5,050                                                         |  |
| CAPITAL AND SURPLUS BEGIN YEAR                       | 65,009  | 7,815                                                          | 61,425  | 5,698                                                      | 21,299  | 91,714                                                        |  |

| NAIC NO: 64017 COMPANY: GREAT AMERICAN RESERVE INSURANCE |         | NAIC NO: 94366 COMPANY: GREAT NORTHERN INSURED ANNUITY |         | NAIC NO: 68322 COMPANY: GREAT-WEST LIFE & ANNUITY |           | NAIC NO: 80705 COMPANY: GROUPAMERICA INSURANCE COMPANY |  |
|----------------------------------------------------------|---------|--------------------------------------------------------|---------|---------------------------------------------------|-----------|--------------------------------------------------------|--|
| 90212 GREAT SOUTHERN LIFE INSURANCE COMPANY              |         | 68322                                                  |         | 93440                                             |           |                                                        |  |
| 80705 GREAT-WEST LIFE ASSURANCE COMPANY THE              |         | 93440                                                  |         |                                                   |           |                                                        |  |
| NAIC NO:                                                 | 64017   | 94366                                                  | 90212   | 68322                                             | 80705     | 93440                                                  |  |
| ASSETS                                                   | 737,080 | 1,666,975                                              | 872,400 | 1,054,764                                         | 7,478,775 | 68,230                                                 |  |
| LIABILITIES                                              | 675,090 | 1,546,038                                              | 755,400 | 997,894                                           | 7,437,802 | 30,313                                                 |  |
| CAPITAL AND SURPLUS                                      | 61,990  | 120,936                                                | 117,000 | 56,869                                            | 41,772    | 37,924                                                 |  |
| TOTAL INCOME                                             | 214,650 | 710,505                                                | 336,113 | 121,464                                           | 2,114,210 | 45,481                                                 |  |
| TOTAL EXPENSES                                           | 208,712 | 702,715                                                | 295,759 | 118,001                                           | 2,201,466 | 51,911                                                 |  |
| DIVIDENDS TO POLICYHOLDERS                               | 0       | 0                                                      | 467     | 0                                                 | 21,203    | 0                                                      |  |
| FEDERAL INCOME TAXES INCURRED                            | 600     | 3,021                                                  | -15,561 | 1,061                                             | 185       | -513                                                   |  |
| NET GAIN                                                 | 5,337   | 4,769                                                  | 55,447  | 2,401                                             | -108,644  | -5,917                                                 |  |
| CAPITAL AND SURPLUS BEGIN YEAR                           | 64,988  | 68,102                                                 | 117,000 | 53,391                                            | 63,106    | 16,919                                                 |  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64203 COMPANY: GUARANTEE RESERVE LIFE INSURANCE  
64211 GUARANTEE TRUST LIFE INSURANCE  
64246 GUARDIAN LIFE INSURANCE COMPANY OFNAIC NO: 64271 COMPANY: GUARANTEE SECURITY LIFE INSURANCE  
78778 GUARDIAN INSURANCE & ANNUITY COMPANY  
64270 GULF LIFE INSURANCE COMPANY

|                                | NAIC NO: | 64203  | 64271   | 64211   | 78778     | 64246     | 64270     |
|--------------------------------|----------|--------|---------|---------|-----------|-----------|-----------|
| ASSETS                         |          | 75,652 | 921,330 | 135,936 | 1,065,203 | 4,610,350 | 1,405,677 |
| LIABILITIES                    |          | 59,855 | 866,773 | 113,603 | 995,020   | 4,216,955 | 1,092,019 |
| CAPITAL AND SURPLUS            |          | 15,797 | 54,556  | 22,253  | 70,183    | 401,395   | 313,658   |
| TOTAL INCOME                   |          | 42,601 | 248,764 | 92,592  | 130,746   | 2,997,631 | 486,692   |
| TOTAL EXPENSES                 |          | 36,029 | 216,227 | 94,152  | 120,476   | 2,043,912 | 420,722   |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 0       | 0       | 0         | 153,411   | 356       |
| FEDERAL INCOME TAXES INCURRED  |          | 1,841  | 7,184   | -579    | 974       | -11,261   | 17,907    |
| NET GAIN                       |          | 4,729  | 25,353  | -980    | 1,296     | 11,569    | 47,705    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 11,550 | 30,226  | 21,671  | 67,607    | 370,849   | 282,902   |

NAIC NO: 93774 COMPANY: HAMILTON NATIONAL LIFE INSURANCE COMPANY  
70815 HARTFORD LIFE AND ACCIDENT INSURANCE  
81078 HEALTH INSURANCE OF VERMONT INCNAIC NO: 64327 COMPANY: HARLEYSVILLE LIFE INSURANCE COMPANY  
88072 HARTFORD LIFE INSURANCE COMPANY  
64394 HERITAGE LIFE INSURANCE COMPANY

|                                | NAIC NO: | 93774   | 64327  | 70815     | 88072     | 81078 | 64394  |
|--------------------------------|----------|---------|--------|-----------|-----------|-------|--------|
| ASSETS                         |          | 215,960 | 97,475 | 1,431,251 | 6,222,233 | 8,017 | 95,023 |
| LIABILITIES                    |          | 192,270 | 87,900 | 1,154,610 | 6,044,047 | 4,323 | 76,727 |
| CAPITAL AND SURPLUS            |          | 23,690  | 9,574  | 276,632   | 178,185   | 3,693 | 18,295 |
| TOTAL INCOME                   |          | 94,596  | 23,795 | 1,076,902 | 2,615,741 | 3,568 | 80,229 |
| TOTAL EXPENSES                 |          | 109,758 | 23,697 | 1,084,879 | 2,786,992 | 3,296 | 80,620 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0       | 0      | 30        | 130       | 0     | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | -3,574  | -68    | -10,074   | 6,827     | 61    | -1,108 |
| NET GAIN                       |          | -11,587 | 167    | 2,059     | 21,790    | 211   | 717    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 33,972  | 9,446  | 219,469   | 120,249   | 3,444 | 15,213 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67369 COMPANY: HOME LIFE FINANCIAL ASSURANCE  
64459 HOME MUTUAL LIFE INSURANCE COMPANY  
64505 HOMESTEADERS LIFE COMPANYNAIC NO: 64440 COMPANY: HOME LIFE INSURANCE COMPANY  
64467 HOME OWNERS LIFE INSURANCE COMPANY  
64513 HORACE HAHN LIFE INSURANCE COMPANY

|                                | NAIC NO: | 67369   | 64440     | 64459  | 64467  | 64505  | 64513     |
|--------------------------------|----------|---------|-----------|--------|--------|--------|-----------|
| ASSETS                         |          | 188,027 | 4,034,519 | 53,684 | 24,054 | 63,778 | 1,465,163 |
| LIABILITIES                    |          | 160,938 | 3,901,739 | 44,012 | 14,699 | 60,619 | 1,377,169 |
| CAPITAL AND SURPLUS            |          | 27,089  | 132,780   | 9,672  | 9,354  | 3,158  | 87,993    |
| TOTAL INCOME                   |          | 54,547  | 1,746,800 | 11,113 | 6,026  | 24,640 | 367,195   |
| TOTAL EXPENSES                 |          | 49,010  | 1,641,944 | 10,028 | 5,051  | 23,907 | 339,683   |
| DIVIDENDS TO POLICYHOLDERS     |          | 0       | 91,108    | 375    | 0      | 327    | 3,605     |
| FEDERAL INCOME TAXES INCURRED  |          | 2,151   | 7,770     | 34     | 461    | 117    | 13,176    |
| NET GAIN                       |          | 3,385   | 5,897     | 673    | 512    | 287    | 10,729    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 23,379  | 128,984   | 8,880  | 9,562  | 3,383  | 194,925   |

NAIC NO: 62189 COMPANY: HUMANA INSURANCE COMPANY  
65005 IDS LIFE INSURANCE COMPANY  
64637 INDEPENDENT LIFE AND ACCIDENT INSURANCENAIC NO: 97764 COMPANY: IDEALIFE INSURANCE COMPANY  
67415 INA LIFE INSURANCE COMPANY  
64645 INDIANAPOLIS LIFE INSURANCE COMPANY

|                                | NAIC NO: | 62189  | 97764 | 65005      | 67415   | 64637   | 64645   |
|--------------------------------|----------|--------|-------|------------|---------|---------|---------|
| ASSETS                         |          | 55,378 | 6,490 | 10,771,453 | 292,047 | 915,621 | 788,900 |
| LIABILITIES                    |          | 48,489 | 1,216 | 10,515,059 | 253,629 | 790,778 | 720,565 |
| CAPITAL AND SURPLUS            |          | 6,888  | 5,274 | 256,394    | 38,417  | 124,843 | 68,334  |
| TOTAL INCOME                   |          | 47,727 | 3,293 | 2,683,069  | 54,511  | 346,199 | 280,214 |
| TOTAL EXPENSES                 |          | 49,769 | 3,236 | 2,553,363  | 41,973  | 323,250 | 178,363 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 0     | 0          | 318     | 0       | 26,926  |
| FEDERAL INCOME TAXES INCURRED  |          | -196   | 9     | 55,650     | 4,889   | 5,403   | -3,585  |
| NET GAIN                       |          | -1,845 | 48    | 74,054     | 7,330   | 17,545  | -1,489  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 33,766 | 5,205 | 215,073    | 108,607 | 126,144 | 70,630  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 92711 COMPANY: INDIANAPOLIS LIFE PENSION AND  
64688 INDUSTRIAL LIFE INSURANCE COMPANY  
64254 INTEGRATED RESOURCES LIFE INSURANCE

NAIC NO: 81779 COMPANY: INDIVIDUAL ASSURANCE COMPANY,  
68756 INTEGON LIFE INSURANCE CORPORATION  
74780 INTEGRITY LIFE INSURANCE COMPANY

|                                | NAIC NO: 92711 | 81779  | 64688  | 68756   | 64254     | 74780     |
|--------------------------------|----------------|--------|--------|---------|-----------|-----------|
| ASSETS                         | 62,730         | 21,494 | 29,380 | 731,469 | 3,086,583 | 1,090,882 |
| LIABILITIES                    | 52,781         | 16,253 | 20,798 | 638,970 | 3,007,717 | 1,061,407 |
| CAPITAL AND SURPLUS            | 9,949          | 5,241  | 8,582  | 92,499  | 78,865    | 29,475    |
| TOTAL INCOME                   | 13,938         | 22,232 | 14,879 | 282,893 | 1,193,869 | 169,452   |
| TOTAL EXPENSES                 | 12,488         | 21,642 | 14,596 | 265,760 | 1,190,488 | 174,704   |
| DIVIDENDS TO POLICYHOLDERS     | 52             | 0      | 0      | 1,206   | 294       | 0         |
| FEDERAL INCOME TAXES INCURRED  | 845            | 44     | 0      | -7,771  | 1,366     | -229      |
| NET GAIN                       | 551            | 544    | 283    | 23,697  | 1,719     | -5,022    |
| CAPITAL AND SURPLUS BEGIN YEAR | 9,598          | 5,889  | 8,742  | 71,620  | 52,689    | 33,855    |

NAIC NO: 64726 COMPANY: INTEGRITY NATIONAL LIFE INSURANCE  
63584 INTER-AMERICAN LIFE INSURANCE COMPANY  
64734 INTERCONTINENTAL LIFE INSURANCE

NAIC NO: 67210 COMPANY: INTER-AMERICAN INSURANCE COMPANY OF  
64807 INTER-STATE ASSURANCE COMPANY  
93718 INTERFAITH LIFE INSURANCE COMPANY

|                                | NAIC NO: 64726 | 67210   | 63584  | 64807   | 64734  | 93718  |
|--------------------------------|----------------|---------|--------|---------|--------|--------|
| ASSETS                         | 25,854         | 112,668 | 12,109 | 95,280  | 65,654 | 89,823 |
| LIABILITIES                    | 20,994         | 101,005 | 10,084 | 71,844  | 55,963 | 81,720 |
| CAPITAL AND SURPLUS            | 4,859          | 11,662  | 2,025  | 23,435  | 9,690  | 8,103  |
| TOTAL INCOME                   | 9,319          | 71,388  | 8,044  | 36,552  | 20,691 | 19,012 |
| TOTAL EXPENSES                 | 8,385          | 71,188  | 8,430  | 51,279  | 18,547 | 17,574 |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 0       | 0      | 0       | 0      | 0      |
| FEDERAL INCOME TAXES INCURRED  | 52             | 0       | 0      | 0       | 754    | 486    |
| NET GAIN                       | 881            | 200     | -365   | -14,727 | 1,389  | 951    |
| CAPITAL AND SURPLUS BEGIN YEAR | 4,140          | 11,487  | 2,480  | 14,178  | 9,244  | 4,723  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64084 COMPANY: INTERNATIONAL FINANCIAL SERVICES LIFE  
64890 INVESTORS GUARANTY LIFE INSURANCE  
86975 INVESTORS LIFE INSURANCE COMPANY OFNAIC NO: 85189 COMPANY: INVESTORS CONSOLIDATED INSURANCE  
64904 INVESTORS HERITAGE LIFE INSURANCE  
63487 INVESTORS LIFE INSURANCE COMPANY OF

|                                | NAIC NO: | 64084  | 85189 | 64890  | 64904   | 86975  | 63487   |
|--------------------------------|----------|--------|-------|--------|---------|--------|---------|
| ASSETS                         |          | 13,468 | 9,576 | 77,601 | 107,370 | 59,633 | 859,634 |
| LIABILITIES                    |          | 11,253 | 4,947 | 53,910 | 94,908  | 38,590 | 832,401 |
| CAPITAL AND SURPLUS            |          | 2,214  | 4,629 | 23,690 | 12,461  | 21,043 | 27,233  |
| TOTAL INCOME                   |          | 9,855  | 4,134 | 16,119 | 56,984  | 19,837 | 142,199 |
| TOTAL EXPENSES                 |          | 8,983  | 4,093 | 12,651 | 52,710  | 16,811 | 139,745 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 0     | 0      | 673     | 43     | 0       |
| FEDERAL INCOME TAXES INCURRED  |          | 0      | -74   | 1,321  | 114     | 81     | 2,916   |
| NET GAIN                       |          | 871    | 115   | 2,146  | 3,486   | 2,991  | -461    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 3,404  | 4,245 | 19,558 | 10,014  | 18,139 | 34,572  |

NAIC NO: 71153 COMPANY: ITT LIFE INSURANCE CORPORATION  
65021 J C PENNEY LIFE INSURANCE COMPANY  
65064 JEFFERSON NATIONAL LIFE INSURANCENAIC NO: 88080 COMPANY: ITT LYNDON LIFE INSURANCE COMPANY  
65056 JACKSON NATIONAL LIFE  
94072 JEFFERSON STANDARD LIFE INSURANCE

|                                | NAIC NO: | 71153   | 88080   | 65021   | 65056     | 65064   | 94072 |
|--------------------------------|----------|---------|---------|---------|-----------|---------|-------|
| ASSETS                         |          | 507,104 | 609,351 | 617,777 | 5,623,519 | 500,766 | 7,819 |
| LIABILITIES                    |          | 297,434 | 497,379 | 562,080 | 5,382,797 | 457,799 | 114   |
| CAPITAL AND SURPLUS            |          | 209,669 | 111,971 | 55,697  | 240,721   | 42,966  | 7,705 |
| TOTAL INCOME                   |          | 118,529 | 333,538 | 268,438 | 2,449,253 | 186,745 | 725   |
| TOTAL EXPENSES                 |          | 114,890 | 331,977 | 189,458 | 2,399,376 | 182,254 | 26    |
| DIVIDENDS TO POLICYHOLDERS     |          | 452     | 0       | 16,922  | 19        | 982     | 0     |
| FEDERAL INCOME TAXES INCURRED  |          | 2,473   | -828    | 23,210  | 800       | 220     | 198   |
| NET GAIN                       |          | 713     | 2,388   | 38,838  | 49,057    | 3,288   | 500   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 149,749 | 109,739 | 60,399  | 172,832   | 58,772  | 7,209 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67865 COMPANY: JEFFERSON-PILOT LIFE INSURANCE COMPANY  
89958 JMIC LIFE INSURANCE COMPANY  
97128 JOHN DEERE LIFE INSURANCE COMPANYNAIC NO: 94064 COMPANY: JEFFERSON-PILOT PENSION LIFE INSURANCE  
65080 JOHN ALDEN LIFE INSURANCE COMPANY  
65099 JOHN HANCOCK MUTUAL LIFE INSURANCE

|                                | NAIC NO: | 67865     | 94064 | 89958  | 65080     | 97128   | 65099      |
|--------------------------------|----------|-----------|-------|--------|-----------|---------|------------|
| ASSETS                         |          | 3,590,606 | 3,340 | 61,827 | 2,066,457 | 261,667 | 28,315,206 |
| LIABILITIES                    |          | 2,889,295 | 134   | 51,482 | 1,994,886 | 226,533 | 27,222,824 |
| CAPITAL AND SURPLUS            |          | 701,310   | 3,205 | 10,345 | 71,570    | 35,073  | 1,092,382  |
| TOTAL INCOME                   |          | 1,039,121 | 339   | 61,673 | 759,489   | 94,280  | 7,286,037  |
| TOTAL EXPENSES                 |          | 916,839   | 20    | 57,180 | 723,285   | 87,329  | 6,703,137  |
| DIVIDENDS TO POLICYHOLDERS     |          | 25,337    | 0     | 0      | 28        | 287     | 360,203    |
| FEDERAL INCOME TAXES INCURRED  |          | 34,988    | 108   | 1,492  | 6,768     | 1,977   | 43,500     |
| NET GAIN                       |          | 61,956    | 209   | 2,992  | 29,406    | 4,685   | 179,115    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 671,918   | 3,000 | 7,484  | 68,893    | 30,736  | 1,010,738  |

NAIC NO: 90204 COMPANY: JOHN HANCOCK VARIABLE LIFE INSURANCE  
65129 KANSAS CITY LIFE INSURANCE COMPANY  
65161 KENNESAW LIFE AND ACCIDENT INSURANCENAIC NO: 65110 COMPANY: KANAWHA INSURANCE COMPANY  
90557 KEMPER INVESTORS LIFE INS.  
65188 KENTUCKY CENTRAL LIFE INSURANCE COMPANY

|                                | NAIC NO: | 90204     | 65110  | 65129     | 90557     | 65161  | 65188     |
|--------------------------------|----------|-----------|--------|-----------|-----------|--------|-----------|
| ASSETS                         |          | 1,333,441 | 92,389 | 1,405,230 | 4,645,844 | 17,862 | 1,843,404 |
| LIABILITIES                    |          | 1,147,261 | 72,162 | 1,254,327 | 4,570,174 | 10,543 | 961,601   |
| CAPITAL AND SURPLUS            |          | 186,179   | 20,226 | 150,903   | 75,669    | 6,510  | 81,802    |
| TOTAL INCOME                   |          | 480,859   | 32,589 | 288,370   | 1,250,764 | 3,505  | 448,327   |
| TOTAL EXPENSES                 |          | 510,228   | 31,335 | 263,903   | 1,223,668 | 3,937  | 445,472   |
| DIVIDENDS TO POLICYHOLDERS     |          | 6,557     | 841    | 5,220     | 109       | -16    | 393       |
| FEDERAL INCOME TAXES INCURRED  |          | -19,926   | 307    | 4,617     | 12,513    | -15    | -4,389    |
| NET GAIN                       |          | -16,009   | 105    | 14,629    | 14,473    | -399   | 6,771     |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 144,150   | 20,118 | 148,227   | 78,428    | 6,647  | 84,940    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65234 COMPANY: KEYSTONE PROVIDENT LIFE INSURANCE  
65269 LAYMEN NATIONAL LIFE INSURANCE COMPANY  
65323 LIBERTY LIFE INSURANCE COMPANYNAIC NO: 65242 COMPANY: LAFAYETTE LIFE INSURANCE COMPANY THE  
65315 LIBERTY LIFE ASSURANCE COMPANY  
65331 LIBERTY NATIONAL LIFE

|                                | NAIC NO: 65234 | 65242   | 65269  | 65315     | 65323   | 65331     |
|--------------------------------|----------------|---------|--------|-----------|---------|-----------|
| ASSETS                         | 5,165,223      | 394,449 | 38,771 | 1,065,429 | 971,688 | 2,814,223 |
| LIABILITIES                    | 5,074,779      | 364,400 | 34,635 | 1,031,337 | 898,803 | 1,968,942 |
| CAPITAL AND SURPLUS            | 90,443         | 30,048  | 4,136  | 34,092    | 80,885  | 845,280   |
| TOTAL INCOME                   | 1,951,347      | 122,819 | 19,695 | 336,997   | 407,097 | 563,395   |
| TOTAL EXPENSES                 | 1,696,886      | 106,638 | 20,221 | 345,758   | 391,808 | 438,478   |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 12,288  | 99     | 9,547     | 1,707   | 129       |
| FEDERAL INCOME TAXES INCURRED  | 27,134         | 1,278   | -84    | -4,683    | -1,860  | 33,801    |
| NET GAIN                       | 28,126         | 1,813   | -548   | -13,625   | 15,441  | 90,987    |
| CAPITAL AND SURPLUS BEGIN YEAR | 42,563         | 31,338  | 5,544  | 47,489    | 76,806  | 717,506   |

NAIC NO: 65390 COMPANY: LIFE AND CASUALTY INSURANCE  
65528 LIFE INSURANCE COMPANY  
65471 LIFE INSURANCE COMPANY OF GEORGIANAIC NO: 65374 COMPANY: LIFE ASSURANCE COMPANY OF  
65498 LIFE INSURANCE COMPANY OF  
75078 LIFE INSURANCE COMPANY OF ILLINOIS

|                                | NAIC NO: 65390 | 65374  | 65528   | 65498     | 65471     | 75078  |
|--------------------------------|----------------|--------|---------|-----------|-----------|--------|
| ASSETS                         | 1,372,839      | 86,927 | 645,524 | 1,384,079 | 1,492,799 | 45,620 |
| LIABILITIES                    | 1,202,986      | 77,440 | 612,917 | 980,188   | 1,387,887 | 21,120 |
| CAPITAL AND SURPLUS            | 169,852        | 9,487  | 32,607  | 403,970   | 185,711   | 24,500 |
| TOTAL INCOME                   | 275,176        | 20,553 | 233,948 | 563,245   | 557,357   | 8,550  |
| TOTAL EXPENSES                 | 217,748        | 23,466 | 235,170 | 496,676   | 551,239   | 4,945  |
| DIVIDENDS TO POLICYHOLDERS     | 2,066          | 79     | 675     | 26        | 595       | 13     |
| FEDERAL INCOME TAXES INCURRED  | 20,208         | -397   | -1,486  | 15,640    | 2,244     | 1,172  |
| NET GAIN                       | 35,153         | -2,594 | -491    | 50,900    | 3,278     | 2,420  |
| CAPITAL AND SURPLUS BEGIN YEAR | 145,436        | 12,344 | 34,536  | 520,759   | 283,253   | 20,893 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                                                                                                                                                       |                                                                                                                                   |
|-------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------|
| NAIC NO: 64130 COMPANY: LIFE INVESTORS INSURANCE COMPANY OF<br>86983 LIFE OF INDIANA INSURANCE COMPANY<br>65552 LIFE OF MID-AMERICA INSURANCE COMPANY | NAIC NO: 65927 COMPANY: LIFE OF BOSTON INSURANCE COMPANY<br>93254 LIFE OF MARYLAND, INC.<br>82627 LIFE REASSURANCE CORPORATION OF |
| NAIC NO: 64130                                                                                                                                        | 65927 86983 93254 65552 82627                                                                                                     |
| ASSETS 1,616,328                                                                                                                                      | 19,249 27,215 123,278 12,264 688,042                                                                                              |
| LIABILITIES 1,513,381                                                                                                                                 | 14,388 25,513 106,429 6,934 534,970                                                                                               |
| CAPITAL AND SURPLUS 102,946                                                                                                                           | 4,861 1,701 16,849 5,330 153,071                                                                                                  |
| TOTAL INCOME 542,677                                                                                                                                  | 4,410 25,283 36,136 8,862 303,223                                                                                                 |
| TOTAL EXPENSES 535,059                                                                                                                                | 4,730 26,939 39,948 5,713 264,931                                                                                                 |
| DIVIDENDS TO POLICYHOLDERS 1,548                                                                                                                      | 0 0 0 0 0                                                                                                                         |
| FEDERAL INCOME TAXES INCURRED 1,751                                                                                                                   | -49 -195 -854 631 11,548                                                                                                          |
| NET GAIN 4,318                                                                                                                                        | -271 -1,460 -2,957 2,516 26,743                                                                                                   |
| CAPITAL AND SURPLUS BEGIN YEAR 106,075                                                                                                                | 3,130 1,701 12,931 4,298 152,646                                                                                                  |

|                                                                                                                                         |                                                                                                                                                                |
|-----------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| NAIC NO: 63339 COMPANY: LIFEUSA INSURANCE COMPANY<br>65595 LINCOLN BENEFIT LIFE COMPANY<br>65625 LINCOLN LIBERTY LIFE INSURANCE COMPANY | NAIC NO: 65579 COMPANY: LINCOLN AMERICAN LIFE INSURANCE COMPANY<br>65617 LINCOLN INCOME LIFE INSURANCE COMPANY<br>94587 LINCOLN NATIONAL HEALTH CARE INSURANCE |
| NAIC NO: 63339                                                                                                                          | 65579 65595 65617 65625 94587                                                                                                                                  |
| ASSETS 6,027                                                                                                                            | 99,114 60,528 120,538 156,310 46,500                                                                                                                           |
| LIABILITIES 3,667                                                                                                                       | 84,128 26,539 107,171 149,309 35,154                                                                                                                           |
| CAPITAL AND SURPLUS 2,360                                                                                                               | 14,985 33,989 13,367 7,000 11,346                                                                                                                              |
| TOTAL INCOME 6,736                                                                                                                      | 16,195 52,753 38,554 81,673 117,503                                                                                                                            |
| TOTAL EXPENSES 9,751                                                                                                                    | 13,609 52,915 35,407 79,237 117,823                                                                                                                            |
| DIVIDENDS TO POLICYHOLDERS 0                                                                                                            | 311 140 0 0 0                                                                                                                                                  |
| FEDERAL INCOME TAXES INCURRED 0                                                                                                         | 30 -1,262 902 1,256 -283                                                                                                                                       |
| NET GAIN -3,014                                                                                                                         | 2,243 958 2,244 1,179 -36                                                                                                                                      |
| CAPITAL AND SURPLUS BEGIN YEAR 3,162                                                                                                    | 13,955 33,377 13,293 8,676 18,874                                                                                                                              |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65676 COMPANY: LINCOLN NATIONAL LIFE INSURANCE COMPANY  
97039 LINCOLN SECURITY LIFE INSURANCE COMPANY  
65722 LOYAL AMERICAN LIFE INSURANCE COMPANY

NAIC NO: 88552 COMPANY: LINCOLN NATIONAL PENSION INSURANCE  
65692 LONE STAR LIFE INSURANCE COMPANY  
90328 LOYALTY LIFE INSURANCE COMPANY

|                                | NAIC NO: | 65676     | 88552     | 97039  | 65692   | 65722   | 90328   |
|--------------------------------|----------|-----------|-----------|--------|---------|---------|---------|
| ASSETS                         |          | 5,687,350 | 7,677,753 | 10,743 | 190,494 | 177,157 | 140,430 |
| LIABILITIES                    |          | 5,023,600 | 7,546,107 | 4,492  | 176,306 | 155,760 | 135,520 |
| CAPITAL AND SURPLUS            |          | 663,750   | 131,646   | 6,250  | 14,188  | 21,380  | 12,910  |
| TOTAL INCOME                   |          | 2,174,604 | 2,085,599 | 3,252  | 57,366  | 56,979  | 90,700  |
| TOTAL EXPENSES                 |          | 2,289,447 | 2,040,431 | 2,514  | 49,074  | 54,536  | 110,828 |
| DIVIDENDS TO POLICYHOLDERS     |          | 22,660    | 3         | 0      | 0       | 215     | 0       |
| FEDERAL INCOME TAXES INCURRED  |          | 19,550    | 12,051    | 251    | 2,461   | -83     | 0       |
| NET GAIN                       |          | 51,930    | 33,112    | 487    | 5,830   | 2,310   | -20,039 |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 424,242   | 150,119   | 5,803  | 20,969  | 9,664   | 18,689  |

NAIC NO: 97721 COMPANY: LUTHERAN BROTHERHOOD VARIABLE INSURANCE  
65781 MADISON NATIONAL LIFE INSURANCE  
65838 MAINE FIDELITY LIFE INSURANCE COMPANY

NAIC NO: 65765 COMPANY: MACCABEES MUTUAL LIFE INSURANCE  
65811 MAIN LIFE INSURANCE COMPANY  
65870 MANHATTAN LIFE INSURANCE COMPANY THE

|                                | NAIC NO: | 97721  | 65765   | 65781  | 65811 | 65838  | 65870   |
|--------------------------------|----------|--------|---------|--------|-------|--------|---------|
| ASSETS                         |          | 22,082 | 821,724 | 64,929 | 6,102 | 33,364 | 669,604 |
| LIABILITIES                    |          | 12,913 | 728,841 | 44,676 | 1,827 | 27,664 | 631,106 |
| CAPITAL AND SURPLUS            |          | 9,169  | 92,883  | 20,253 | 4,274 | 5,700  | 38,498  |
| TOTAL INCOME                   |          | 11,034 | 285,672 | 25,140 | 855   | 21,505 | 76,199  |
| TOTAL EXPENSES                 |          | 14,235 | 289,190 | 25,955 | -47   | 29,627 | 60,802  |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 2,471   | 124    | 0     | 0      | 11,677  |
| FEDERAL INCOME TAXES INCURRED  |          | 0      | -300    | 263    | 120   | -816   | -1,647  |
| NET GAIN                       |          | -3,201 | -5,688  | -1,292 | 783   | -7,306 | 5,366   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 8,621  | 37,706  | 27,504 | 3,602 | 9,966  | 29,960  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67083 COMPANY: MANHATTAN NATIONAL LIFE INSURANCE  
80616 MANUFACTURERS LIFE INSURANCE COMPANY THE  
80896 MASSACHUSETTS CASUALTY INSURANCENAIC NO: 87793 COMPANY: MANUFACTURERS LIFE INSURANCE  
65404 MARK TWAIN LIFE INSURANCE CORPORATION  
65900 MASSACHUSETTS GENERAL LIFE INSURANCE

|                                | NAIC NO: 67083 | 87793  | 80616     | 65404  | 80896  | 65900   |
|--------------------------------|----------------|--------|-----------|--------|--------|---------|
| ASSETS                         | 225,439        | 49,220 | 9,308,220 | 23,132 | 98,437 | 514,404 |
| LIABILITIES                    | 214,240        | 12,540 | 9,074,852 | 11,953 | 81,175 | 454,684 |
| CAPITAL AND SURPLUS            | 11,199         | 36,671 | 233,375   | 11,179 | 17,261 | 59,719  |
| TOTAL INCOME                   | 46,883         | 7,670  | 2,635,364 | 14,894 | 38,196 | 177,144 |
| TOTAL EXPENSES                 | 47,499         | 3,679  | 2,622,737 | 13,141 | 37,867 | 178,685 |
| DIVIDENDS TO POLICYHOLDERS     | 43             | 15     | 84,752    | 21     | 0      | 147     |
| FEDERAL INCOME TAXES INCURRED  | 18             | 467    | 0         | 104    | 0      | -1,224  |
| NET GAIN                       | -678           | 3,508  | -22,125   | 1,627  | 320    | -464    |
| CAPITAL AND SURPLUS BEGIN YEAR | 10,927         | 28,995 | 275,190   | 12,906 | 13,693 | 40,003  |

NAIC NO: 65919 COMPANY: MASSACHUSETTS INDEMNITY AND LIFE  
87750 MAYFLOWER NATIONAL LIFE INSURANCE  
86991 MEDICAL LIFE INSURANCE COMPANYNAIC NO: 65935 COMPANY: MASSACHUSETTS MUTUAL LIFE INSURANCE  
69728 MDL LIFE ASSURANCE CORPORATION  
84565 MERCANTILE AND GENERAL REINSURANCE

|                                | NAIC NO: 65919 | 65935      | 87750  | 69728   | 86991  | 84565   |
|--------------------------------|----------------|------------|--------|---------|--------|---------|
| ASSETS                         | 789,375        | 22,404,070 | 32,984 | 160,799 | 29,456 | 138,540 |
| LIABILITIES                    | 435,979        | 21,386,903 | 29,028 | 142,053 | 16,132 | 105,937 |
| CAPITAL AND SURPLUS            | 353,395        | 1,017,166  | 3,956  | 26,746  | 13,324 | 32,602  |
| TOTAL INCOME                   | 736,980        | 4,576,572  | 18,584 | 54,156  | 41,219 | 102,557 |
| TOTAL EXPENSES                 | 623,619        | 4,051,376  | 17,336 | 53,446  | 38,506 | 105,026 |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 492,421    | 0      | 0       | 0      | 0       |
| FEDERAL INCOME TAXES INCURRED  | 12,455         | -18,004    | 280    | 0       | -132   | 0       |
| NET GAIN                       | 100,905        | 50,789     | 968    | 789     | 2,845  | -2,468  |
| CAPITAL AND SURPLUS BEGIN YEAR | 190,294        | 1,007,805  | 4,011  | 25,750  | 9,252  | 14,480  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65951 COMPANY: MERIT LIFE INSURANCE COMPANY  
60348 METLIFE SECURITY INSURANCE COMPANY  
86428 METROPOLITAN INSURANCE AND ANNUITYNAIC NO: 79022 COMPANY: MERRILL LYNCH LIFE INSURANCE COMPANY  
65714 METLIFE SECURITY INSURANCE COMPANY  
65978 METROPOLITAN LIFE INSURANCE COMPANY

|                                | NAIC NO: | 65951   | 79022  | 60348   | 65714   | 86428     | 65978      |
|--------------------------------|----------|---------|--------|---------|---------|-----------|------------|
| ASSETS                         |          | 474,769 | 71,753 | 497,976 | 224,054 | 2,827,554 | 94,231,996 |
| LIABILITIES                    |          | 325,038 | 32,908 | 462,985 | 139,308 | 2,756,552 | 90,755,377 |
| CAPITAL AND SURPLUS            |          | 149,731 | 38,844 | 34,990  | 84,745  | 71,001    | 3,476,618  |
| TOTAL INCOME                   |          | 148,450 | 27,727 | 53,398  | 77,151  | 982,692   | 23,888,058 |
| TOTAL EXPENSES                 |          | 101,289 | 26,405 | 55,277  | 11,745  | 1,034,271 | 21,930,237 |
| DIVIDENDS TO POLICYHOLDERS     |          | 3,192   | 0      | 0       | 0       | 0         | 1,500,426  |
| FEDERAL INCOME TAXES INCURRED  |          | 14,997  | 1,108  | -2,200  | -1,100  | -5,100    | -121,219   |
| NET GAIN                       |          | 28,970  | 213    | 320     | 66,506  | -46,478   | 498,613    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 130,116 | 39,080 | 39,178  | 109,081 | 98,066    | 3,008,783  |

NAIC NO: 97136 COMPANY: METROPOLITAN TOWER LIFE INSURANCE  
71315 MID-AMERICA LIFE ASSURANCE COMPANY  
79987 MID-SOUTH INSURANCE COMPANYNAIC NO: 85561 COMPANY: MIC LIFE INSURANCE CORPORATION  
66001 MID-CONTINENT LIFE INSURANCE COMPANY  
66087 MID-WEST NATIONAL LIFE INSURANCE

|                                | NAIC NO: | 97136   | 85561   | 71315  | 66001   | 79987   | 66087  |
|--------------------------------|----------|---------|---------|--------|---------|---------|--------|
| ASSETS                         |          | 70,042  | 279,583 | 18,927 | 110,032 | 55,837  | 51,338 |
| LIABILITIES                    |          | 43,077  | 225,813 | 16,883 | 85,435  | 36,740  | 41,174 |
| CAPITAL AND SURPLUS            |          | 26,965  | 53,769  | 2,044  | 24,596  | 19,097  | 10,163 |
| TOTAL INCOME                   |          | 34,387  | 74,557  | 9,366  | 41,552  | 87,900  | 37,793 |
| TOTAL EXPENSES                 |          | 44,831  | 23,865  | 10,652 | 37,858  | 101,128 | 36,709 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0       | 0       | 0      | 982     | 0       | 18     |
| FEDERAL INCOME TAXES INCURRED  |          | -13,448 | 11,816  | 0      | 1,418   | -2,522  | -15    |
| NET GAIN                       |          | 3,004   | 38,876  | -1,286 | 1,293   | -10,706 | 991    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 14,033  | 17,895  | 3,098  | 23,883  | 30,387  | 7,500  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                                                                |                                                               |
|----------------------------------------------------------------|---------------------------------------------------------------|
| NAIC NO: 68543 COMPANY: MIDDLE ATLANTIC LIFE INSURANCE COMPANY | NAIC NO: 66036 COMPANY: MIDLAND MUTUAL LIFE INSURANCE COMPANY |
| 66044 MIDLAND NATIONAL LIFE INSURANCE                          | 66095 MIDWESTERN NATIONAL LIFE INSURANCE                      |
| 66109 MIDWESTERN UNITED LIFE INSURANCE COMPANY                 | 66133 MINISTERS LIFE - A MUTUAL                               |

|                                |          |        |         |         |        |         |         |
|--------------------------------|----------|--------|---------|---------|--------|---------|---------|
|                                | NAIC NO: | 68543  | 66036   | 66044   | 66095  | 66109   | 66133   |
| ASSETS                         |          | 11,027 | 883,594 | 672,516 | 48,427 | 257,313 | 189,331 |
| LIABILITIES                    |          | 7,588  | 841,758 | 518,239 | 44,712 | 217,074 | 174,095 |
| CAPITAL AND SURPLUS            |          | 3,439  | 41,835  | 154,276 | 3,714  | 40,238  | 15,236  |
| TOTAL INCOME                   |          | 4,907  | 330,544 | 223,203 | 10,157 | 57,870  | 61,813  |
| TOTAL EXPENSES                 |          | 4,785  | 321,147 | 189,060 | 10,699 | 52,906  | 57,469  |
| DIVIDENDS TO POLICYHOLDERS     |          | 106    | 4,068   | 1,350   | 75     | 883     | 4,177   |
| FEDERAL INCOME TAXES INCURRED  |          | -20    | 2,459   | 715     | -106   | 1,622   | 25      |
| NET GAIN                       |          | 35     | 2,867   | 32,076  | -511   | 2,458   | 141     |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 3,172  | 41,624  | 123,371 | 3,737  | 54,653  | 15,434  |

|                                                                 |                                                              |        |        |         |         |           |
|-----------------------------------------------------------------|--------------------------------------------------------------|--------|--------|---------|---------|-----------|
| NAIC NO: 66168 COMPANY: MINNESOTA MUTUAL LIFE INSURANCE COMPANY | NAIC NO: 70416 COMPANY: MML BAY STATE LIFE INSURANCE COMPANY |        |        |         |         |           |
| 93475 MML LIFE INSURANCE COMPANY                                | 80314 MML PENSION INSURANCE COMPANY                          |        |        |         |         |           |
| 66257 MODERN AMERICAN LIFE INSURANCE                            | 66265 MONARCH LIFE INSURANCE COMPANY                         |        |        |         |         |           |
| NAIC NO:                                                        | 66168                                                        | 70416  | 93475  | 80314   | 66257   | 66265     |
| ASSETS                                                          | 4,465,746                                                    | 30,774 | 33,127 | 188,511 | 253,051 | 4,657,270 |
| LIABILITIES                                                     | 4,303,990                                                    | 5,321  | 23,587 | 156,174 | 144,442 | 4,515,345 |
| CAPITAL AND SURPLUS                                             | 161,756                                                      | 25,452 | 9,540  | 32,336  | 108,608 | 141,925   |
| TOTAL INCOME                                                    | 1,394,408                                                    | 4,625  | 6,319  | 39,865  | 101,222 | 380,676   |
| TOTAL EXPENSES                                                  | 1,310,078                                                    | 3,289  | 4,251  | 37,067  | 67,092  | 370,503   |
| DIVIDENDS TO POLICYHOLDERS                                      | 76,534                                                       | 0      | 0      | 0       | 1,243   | -711      |
| FEDERAL INCOME TAXES INCURRED                                   | 6,159                                                        | 502    | 692    | 807     | -10,846 | 3,308     |
| NET GAIN                                                        | 1,636                                                        | 833    | 1,375  | 1,990   | 43,733  | 7,584     |
| CAPITAL AND SURPLUS BEGIN YEAR                                  | 154,659                                                      | 24,496 | 8,097  | 29,691  | 81,560  | 131,351   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 81442 COMPANY: MONITOR LIFE INSURANCE COMPANY OF  
63444 MONUMENTAL GENERAL INSURANCE COMPANY  
78077 MONY LIFE INSURANCE COMPANY OF AMERICANAIC NO: 66273 COMPANY: MONTGOMERY WARD LIFE INSURANCE  
66281 MONUMENTAL LIFE INSURANCE COMPANY  
88828 MOUNTAIN LIFE INSURANCE COMPANY

|                                | NAIC NO: | 81442  | 66273   | 63444   | 66281   | 78077   | 88828  |
|--------------------------------|----------|--------|---------|---------|---------|---------|--------|
| ASSETS                         |          | 12,389 | 245,569 | 176,042 | 690,015 | 862,012 | 7,986  |
| LIABILITIES                    |          | 9,187  | 165,831 | 147,938 | 605,381 | 809,635 | 5,285  |
| CAPITAL AND SURPLUS            |          | 3,201  | 79,738  | 28,103  | 84,634  | 52,376  | 2,620  |
| TOTAL INCOME                   |          | 2,096  | 144,701 | 196,502 | 154,643 | 258,853 | 10,527 |
| TOTAL EXPENSES                 |          | 2,168  | 76,468  | 193,301 | 120,223 | 277,835 | 10,385 |
| DIVIDENDS TO POLICYHOLDERS     |          | 13     | 0       | 0       | 84      | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | -21    | 23,132  | 1,466   | 10,999  | -164    | 19     |
| NET GAIN                       |          | -63    | 45,099  | 1,735   | 23,325  | 3,182   | 201    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 3,212  | 90,435  | 28,939  | 73,648  | 43,672  | 2,619  |

NAIC NO: 66346 COMPANY: MUNICH AMERICAN REASSURANCE COMPANY  
66389 MUTUAL LIFE INSURANCE COMPANY OF  
88668 MUTUAL OF AMERICA LIFE INSURANCENAIC NO: 66362 COMPANY: MUTUAL BENEFIT LIFE INSURANCE COMPANY  
66370 MUTUAL LIFE INSURANCE COMPANY OF NEW  
71412 MUTUAL OF OMAHA INSURANCE COMPANY

|                                | NAIC NO: | 66346   | 66362      | 66389  | 66370      | 88668     | 71412     |
|--------------------------------|----------|---------|------------|--------|------------|-----------|-----------|
| ASSETS                         |          | 102,689 | 10,638,057 | 11,598 | 15,757,076 | 4,321,533 | 1,997,449 |
| LIABILITIES                    |          | 72,896  | 10,257,372 | 9,411  | 15,229,803 | 4,156,773 | 1,480,876 |
| CAPITAL AND SURPLUS            |          | 29,792  | 381,484    | 2,186  | 527,272    | 164,760   | 516,573   |
| TOTAL INCOME                   |          | 43,894  | 3,168,999  | 3,607  | 4,527,819  | 549,643   | 1,941,884 |
| TOTAL EXPENSES                 |          | 44,071  | 2,882,280  | 4,289  | 4,168,394  | 537,273   | 1,925,959 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0       | 254,010    | 52     | 281,298    | 5,591     | 2,609     |
| FEDERAL INCOME TAXES INCURRED  |          | -211    | 3,635      | 0      | -4,288     | -400      | 638       |
| NET GAIN                       |          | 34      | 29,073     | -734   | 82,414     | 7,179     | 12,676    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 22,705  | 373,737    | 2,739  | 515,445    | 169,956   | 458,848   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1966

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66400 COMPANY: MUTUAL SECURITY LIFE INSURANCE COMPANY  
66427 MUTUAL TRUST LIFE INSURANCE COMPANY  
61409 NATIONAL BENEFIT LIFE INSURANCENAIC NO: 66419 COMPANY: MUTUAL SERVICE LIFE INSURANCE COMPANY  
69221 NATIONAL AMERICAN LIFE INSURANCE  
66540 NATIONAL FARMERS UNION LIFE INSURANCE

|                                | NAIC NO: | 66400   | 66419   | 66427   | 69221   | 61409     | 66540   |
|--------------------------------|----------|---------|---------|---------|---------|-----------|---------|
| ASSETS                         |          | 571,477 | 540,650 | 431,709 | 103,106 | 1,637,721 | 156,796 |
| LIABILITIES                    |          | 555,405 | 532,469 | 390,279 | 95,925  | 1,605,969 | 144,480 |
| CAPITAL AND SURPLUS            |          | 16,072  | 16,180  | 41,429  | 7,181   | 31,752    | 12,315  |
| TOTAL INCOME                   |          | 260,145 | 279,305 | 98,256  | 73,536  | 456,065   | 33,056  |
| TOTAL EXPENSES                 |          | 272,018 | 305,724 | 85,092  | 74,937  | 493,549   | 29,208  |
| DIVIDENDS TO POLICYHOLDERS     |          | 3,509   | 1,973   | 10,526  | 0       | 0         | 489     |
| FEDERAL INCOME TAXES INCURRED  |          | -2,847  | -8,571  | 747     | -10     | -5,589    | 147     |
| NET GAIN                       |          | 7,464   | -19,821 | 1,889   | -1,301  | -31,094   | 3,211   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 10,472  | 29,013  | 39,554  | 7,136   | 57,529    | 10,105  |

NAIC NO: 66559 COMPANY: NATIONAL FIDELITY LIFE INSURANCE  
66605 NATIONAL HOME LIFE ASSURANCE COMPANY  
94285 NATIONAL OLD LINE INSURANCE COMPANYNAIC NO: 82538 COMPANY: NATIONAL HEALTH INSURANCE COMPANY  
66680 NATIONAL LIFE INSURANCE COMPANY  
93653 NATIONAL PENSION LIFE INSURANCE COMPANY

|                                | NAIC NO: | 66559   | 82538  | 66605     | 66680     | 94285   | 93653 |
|--------------------------------|----------|---------|--------|-----------|-----------|---------|-------|
| ASSETS                         |          | 388,375 | 35,889 | 3,782,768 | 3,779,464 | 578,202 | 7,956 |
| LIABILITIES                    |          | 353,895 | 17,202 | 3,565,664 | 3,615,813 | 477,085 | 677   |
| CAPITAL AND SURPLUS            |          | 34,480  | 18,686 | 217,103   | 163,650   | 101,196 | 7,279 |
| TOTAL INCOME                   |          | 77,080  | 48,325 | 1,152,367 | 721,179   | 350,173 | 294   |
| TOTAL EXPENSES                 |          | 73,180  | 50,061 | 1,108,410 | 600,666   | 345,063 | 0     |
| DIVIDENDS TO POLICYHOLDERS     |          | 2,362   | 0      | 0         | 119,142   | 1,771   | 0     |
| FEDERAL INCOME TAXES INCURRED  |          | 19      | -62    | 8,343     | -12,434   | -24     | 93    |
| NET GAIN                       |          | 1,518   | -1,673 | 35,613    | 13,805    | 3,363   | 201   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 33,472  | 13,610 | 185,726   | 149,426   | 125,235 | 7,122 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66761 COMPANY: NATIONAL SAVINGS LIFE INSURANCE  
66826 NATIONAL TRAVELERS LIFE COMPANY  
66869 NATIONWIDE LIFE INSURANCE COMPANYNAIC NO: 60593 COMPANY: NATIONAL STATES INSURANCE COMPANY  
66850 NATIONAL WESTERN LIFE INSURANCE CO.  
81264 NEW ENGLAND GENERAL LIFE INSURANCE

|                                | NAIC NO: | 66761   | 60593  | 66826   | 66850     | 66869     | 81264  |
|--------------------------------|----------|---------|--------|---------|-----------|-----------|--------|
| ASSETS                         |          | 108,874 | 49,697 | 274,784 | 1,247,099 | 8,700,863 | 32,582 |
| LIABILITIES                    |          | 96,152  | 28,972 | 245,854 | 1,205,473 | 8,332,954 | 4,778  |
| CAPITAL AND SURPLUS            |          | 12,722  | 20,724 | 28,930  | 41,625    | 367,909   | 27,804 |
| TOTAL INCOME                   |          | 41,374  | 46,481 | 81,027  | 409,086   | 2,416,366 | 28,890 |
| TOTAL EXPENSES                 |          | 38,719  | 41,988 | 78,078  | 397,337   | 2,329,667 | 21,881 |
| DIVIDENDS TO POLICYHOLDERS     |          | 357     | 0      | 1,746   | 262       | 47,670    | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | 0       | 1,150  | -880    | 500       | 32,183    | 2      |
| NET GAIN                       |          | 2,298   | 3,350  | 2,091   | 10,986    | 7,445     | 7,006  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 7,669   | 17,445 | 24,604  | 33,973    | 359,073   | 28,208 |

NAIC NO: 66893 COMPANY: NEW ENGLAND MUTUAL LIFE INSURANCE  
91626 NEW ENGLAND VARIABLE LIFE INSURANCE  
97705 NEW YORK LIFE AND HEALTH INSURANCENAIC NO: 91618 COMPANY: NEW ENGLAND PENSION AND ANNUITY COMPANY  
66907 NEW JERSEY LIFE INSURANCE COMPANY  
91596 NEW YORK LIFE INSURANCE AND ANNUITY

|                                | NAIC NO: | 66893      | 91618 | 91626  | 66907   | 97705  | 91596     |
|--------------------------------|----------|------------|-------|--------|---------|--------|-----------|
| ASSETS                         |          | 15,890,515 | 6,462 | 63,366 | 176,285 | 13,982 | 8,496,661 |
| LIABILITIES                    |          | 15,383,517 | 110   | 54,371 | 167,442 | 1,230  | 8,141,761 |
| CAPITAL AND SURPLUS            |          | 506,998    | 6,351 | 8,994  | 8,842   | 12,751 | 354,900   |
| TOTAL INCOME                   |          | 3,655,068  | 482   | 27,081 | 36,337  | 2,968  | 2,032,996 |
| TOTAL EXPENSES                 |          | 3,415,075  | 0     | 31,968 | 36,267  | 2,185  | 1,962,987 |
| DIVIDENDS TO POLICYHOLDERS     |          | 281,960    | 0     | 0      | 0       | 0      | 0         |
| FEDERAL INCOME TAXES INCURRED  |          | 5,352      | 163   | -1,754 | 50      | 204    | 28,464    |
| NET GAIN                       |          | -47,320    | 319   | -3,132 | 20      | 579    | 49,624    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 520,415    | 7,029 | 9,287  | 9,250   | 12,189 | 141,991   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66915 COMPANY: NEW YORK LIFE INSURANCE COMPANY  
66974 NORTH AMERICAN COMPANY FOR LIFE AND  
90611 NORTH AMERICAN LIFE AND CASUALTY

NAIC NO: 86231 COMPANY: NN INVESTORS LIFE INSURANCE  
66982 NORTH AMERICAN EQUITABLE LIFE  
80756 NORTH AMERICAN LIFE ASSURANCE COMPANY

|                                | NAIC NO: | 66915      | 86231   | 66974     | 66982  | 90611   | 80756   |
|--------------------------------|----------|------------|---------|-----------|--------|---------|---------|
| ASSETS                         |          | 31,153,776 | 534,893 | 1,478,480 | 25,112 | 839,074 | 153,191 |
| LIABILITIES                    |          | 33,095,870 | 476,975 | 1,376,937 | 17,256 | 752,730 | 141,027 |
| CAPITAL AND SURPLUS            |          | 2,957,905  | 57,118  | 101,543   | 7,856  | 86,336  | 12,164  |
| TOTAL INCOME                   |          | 10,250,524 | 250,503 | 612,498   | 4,627  | 447,072 | 104,327 |
| TOTAL EXPENSES                 |          | 9,056,232  | 247,404 | 580,897   | 4,001  | 423,407 | 81,132  |
| DIVIDENDS TO POLICYHOLDERS     |          | 957,988    | 86      | 0         | 14     | 19      | 5,230   |
| FEDERAL INCOME TAXES INCURRED  |          | 95,663     | -120    | 6,927     | -28    | 1,427   | 5,700   |
| NET GAIN                       |          | 140,639    | 3,052   | 24,673    | 640    | 22,137  | 12,264  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 1,854,106  | 56,154  | 106,456   | 6,889  | 65,471  | 7,440   |

NAIC NO: 67016 COMPANY: NORTH AMERICAN REASSURANCE COMPANY  
67024 NORTH ATLANTIC LIFE INSURANCE COMPANY  
67040 NORTH CENTRAL LIFE INSURANCE COMPANY

NAIC NO: 90425 COMPANY: NORTH AMERICAN SECURITY LIFE  
67032 NORTH CAROLINA MUTUAL LIFE INSURANCE  
88528 NORTHBROOK LIFE INSURANCE COMPANY

|                                | NAIC NO: | 67016   | 90425   | 67024   | 67032   | 67040   | 88528   |
|--------------------------------|----------|---------|---------|---------|---------|---------|---------|
| ASSETS                         |          | 545,874 | 355,903 | 536,753 | 217,412 | 176,916 | 450,909 |
| LIABILITIES                    |          | 480,707 | 342,776 | 512,255 | 205,071 | 164,160 | 410,055 |
| CAPITAL AND SURPLUS            |          | 65,166  | 13,126  | 24,497  | 12,341  | 12,755  | 32,854  |
| TOTAL INCOME                   |          | 199,844 | 293,365 | 183,416 | 84,543  | 99,173  | 94,335  |
| TOTAL EXPENSES                 |          | 204,673 | 295,841 | 177,204 | 88,285  | 98,778  | 92,998  |
| DIVIDENDS TO POLICYHOLDERS     |          | 0       | 0       | 0       | 1,047   | 27      | 0       |
| FEDERAL INCOME TAXES INCURRED  |          | 84      | 0       | 1,914   | 0       | 177     | -92     |
| NET GAIN                       |          | -4,913  | -2,476  | 2,297   | -4,789  | 190     | 1,436   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 56,586  | 9,690   | 23,067  | 18,765  | 11,460  | 29,869  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 87734 COMPANY: NORTHERN LIFE INSURANCE COMPANY  
67105 NORTHWESTERN NATIONAL LIFE INSURANCE  
67164 OHIO LIFE INSURANCE COMPANY THENAIC NO: 67091 COMPANY: NORTHWESTERN MUTUAL LIFE INSURANCE  
67148 OCCIDENTAL LIFE INSURANCE COMPANY OF  
89206 OHIO NATIONAL LIFE ASSURANCE

|                                | NAIC NO: 87734 | 67091      | 67105     | 67148   | 67164   | 89206   |
|--------------------------------|----------------|------------|-----------|---------|---------|---------|
| ASSETS                         | 1,423,886      | 25,349,018 | 5,073,155 | 183,216 | 223,994 | 202,850 |
| LIABILITIES                    | 1,349,450      | 24,226,575 | 4,778,273 | 164,427 | 194,025 | 165,838 |
| CAPITAL AND SURPLUS            | 74,435         | 1,122,443  | 294,882   | 18,788  | 29,969  | 37,011  |
| TOTAL INCOME                   | 373,536        | 5,732,545  | 1,591,904 | 34,673  | 64,467  | 65,971  |
| TOTAL EXPENSES                 | 345,302        | 4,297,087  | 1,517,579 | 32,143  | 53,961  | 62,423  |
| DIVIDENDS TO POLICYHOLDERS     | 803            | 1,290,594  | 40,158    | 497     | 0       | 0       |
| FEDERAL INCOME TAXES INCURRED  | 8,552          | 96,433     | 1,843     | 964     | 3,750   | 1,788   |
| NET GAIN                       | 18,879         | 48,429     | 32,322    | 1,068   | 6,755   | 1,759   |
| CAPITAL AND SURPLUS BEGIN YEAR | 61,423         | 1,043,238  | 288,296   | 20,955  | 26,386  | 28,429  |

NAIC NO: 67172 COMPANY: OHIO NATIONAL LIFE INSURANCE COMPANY THE  
67199 OLD AMERICAN INSURANCE COMPANY  
67261 OLD REPUBLIC LIFE INSURANCE COMPANYNAIC NO: 67180 COMPANY: OHIO STATE LIFE INSURANCE COMPANY THE  
67245 OLD LINE LIFE INSURANCE COMPANY OF  
72052 OMAHA FINANCIAL LIFE INSURANCE COMPANY

|                                | NAIC NO: 67172 | 67180   | 67199   | 67245   | 67261   | 72052  |
|--------------------------------|----------------|---------|---------|---------|---------|--------|
| ASSETS                         | 1,913,573      | 508,545 | 143,117 | 651,877 | 131,975 | 50,878 |
| LIABILITIES                    | 1,817,192      | 433,786 | 114,337 | 516,714 | 100,030 | 29,341 |
| CAPITAL AND SURPLUS            | 96,380         | 74,759  | 28,779  | 135,162 | 31,944  | 21,536 |
| TOTAL INCOME                   | 588,992        | 140,015 | 73,118  | 204,872 | 37,486  | 73,245 |
| TOTAL EXPENSES                 | 550,726        | 174,247 | 73,604  | 172,760 | 32,121  | 73,234 |
| DIVIDENDS TO POLICYHOLDERS     | 23,414         | 1,467   | 0       | 751     | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED  | 10,215         | -11,361 | 378     | 12,876  | 1,753   | -5     |
| NET GAIN                       | 4,635          | -24,336 | -863    | 18,485  | 3,612   | 16     |
| CAPITAL AND SURPLUS BEGIN YEAR | 89,889         | 96,225  | 30,974  | 127,134 | 29,848  | 21,095 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                |                                          |                |                                                |
|----------------|------------------------------------------|----------------|------------------------------------------------|
| NAIC NO: 67423 | COMPANY: PACIFIC FIDELITY LIFE INSURANCE | NAIC NO: 67466 | COMPANY: PACIFIC MUTUAL LIFE INSURANCE COMPANY |
| 72842          | PACIFIC STANDARD LIFE INSURANCE COMPANY  | 93459          | PAN-AMERICAN ASSURANCE COMPANY                 |
| 67539          | PAN AMERICAN LIFE INSURANCE COMPANY      | 67547          | PAN-WESTERN LIFE INSURANCE COMPANY             |

|                                | NAIC NO: | 67423   | 67466     | 72842   | 93459   | 67539     | 67547  |
|--------------------------------|----------|---------|-----------|---------|---------|-----------|--------|
| ASSETS                         |          | 876,458 | 7,841,180 | 364,668 | 211,203 | 1,731,472 | 32,625 |
| LIABILITIES                    |          | 846,073 | 7,597,810 | 323,656 | 180,766 | 1,652,946 | 24,811 |
| CAPITAL AND SURPLUS            |          | 30,384  | 243,369   | 41,011  | 30,437  | 78,525    | 7,814  |
| TOTAL INCOME                   |          | 322,259 | 2,029,206 | 172,660 | 89,138  | 520,158   | 9,410  |
| TOTAL EXPENSES                 |          | 316,219 | 1,977,253 | 183,202 | 93,219  | 512,397   | 9,675  |
| DIVIDENDS TO POLICYHOLDERS     |          | 1,366   | 18,925    | 272     | 0       | 7,227     | 125    |
| FEDERAL INCOME TAXES INCURRED  |          | 1,679   | 11,765    | 50      | -493    | 161       | 95     |
| NET GAIN                       |          | 2,994   | 21,261    | -10,863 | -3,587  | 371       | -485   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 24,036  | 210,838   | 44,792  | 23,441  | 88,633    | 7,598  |

|                |                                         |                |                                                 |
|----------------|-----------------------------------------|----------------|-------------------------------------------------|
| NAIC NO: 93564 | COMPANY: PARAGON LIFE INSURANCE COMPANY | NAIC NO: 67598 | COMPANY: PAUL REVERE LIFE INSURANCE COMPANY THE |
| 81051          | PAUL REVERE PROTECTIVE LIFE INSURANCE   | 67601          | PAUL REVERE VARIABLE ANNUITY INSURANCE          |
| 67636          | PENINSULAR LIFE INSURANCE COMPANY       | 69337          | PENN DIVERSIFIED INSURANCE                      |

|                                | NAIC NO: | 93564 | 67598     | 81051   | 67601   | 67636  | 69337    |
|--------------------------------|----------|-------|-----------|---------|---------|--------|----------|
| ASSETS                         |          | 8,463 | 1,542,751 | 284,898 | 816,685 | 81,900 | 5,505    |
| LIABILITIES                    |          | 4,084 | 1,365,981 | 256,599 | 764,987 | 77,177 | 203      |
| CAPITAL AND SURPLUS            |          | 4,379 | 176,769   | 28,299  | 51,698  | 4,723  | 5,302    |
| TOTAL INCOME                   |          | 3,631 | 610,615   | 135,753 | 149,445 | 20,161 | -354,572 |
| TOTAL EXPENSES                 |          | 4,267 | 586,119   | 149,020 | 132,865 | 21,280 | -355,476 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0     | 0         | 0       | 0       | 0      | 0        |
| FEDERAL INCOME TAXES INCURRED  |          | -198  | 1,071     | -5,023  | 5,372   | -2,405 | 1,836    |
| NET GAIN                       |          | -437  | 23,424    | -8,243  | 11,207  | 1,206  | -932     |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 4,380 | 128,882   | 21,801  | 41,509  | 9,893  | 9,282    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                                                                 |                                                                |
|-----------------------------------------------------------------|----------------------------------------------------------------|
| NAIC NO: 93262 COMPANY: PENN INSURANCE AND ANNUITY COMPANY, THE | NAIC NO: 67644 COMPANY: PENN MUTUAL LIFE INSURANCE COMPANY THE |
| 76759 PENN TREATY LIFE INSURANCE COMPANY                        | 67660 PENNSYLVANIA LIFE INSURANCE COMPANY                      |
| 67679 PENNSYLVANIA NATIONAL LIFE INSURANCE                      | 67687 PENSION LIFE INSURANCE COMPANY OF                        |

|                                | NAIC NO: 93262 | 67644     | 76759  | 67660   | 67679   | 67687  |
|--------------------------------|----------------|-----------|--------|---------|---------|--------|
| ASSETS                         | 515,529        | 4,984,400 | 21,490 | 403,561 | 102,919 | 15,536 |
| LIABILITIES                    | 491,620        | 4,009,116 | 16,297 | 330,933 | 97,652  | 9,395  |
| CAPITAL AND SURPLUS            | 23,909         | 175,284   | 5,192  | 72,628  | 5,266   | 6,140  |
| TOTAL INCOME                   | 109,476        | 1,560,751 | 19,434 | 200,049 | 17,881  | 10,538 |
| TOTAL EXPENSES                 | 108,991        | 1,484,304 | 18,417 | 204,273 | 17,180  | 10,215 |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 73,292    | 0      | 0       | 0       | 42     |
| FEDERAL INCOME TAXES INCURRED  | -62            | -977      | 207    | 1,151   | 189     | 0      |
| NET GAIN                       | 547            | 4,132     | 809    | -5,375  | 511     | 279    |
| CAPITAL AND SURPLUS BEGIN YEAR | 14,230         | 170,510   | 4,688  | 83,066  | 4,307   | 6,426  |

|                                                                 |                                                    |
|-----------------------------------------------------------------|----------------------------------------------------|
| NAIC NO: 64475 COMPANY: PEOPLES SECURITY LIFE INSURANCE COMPANY | NAIC NO: 84808 COMPANY: PHF LIFE INSURANCE COMPANY |
| 67784 PHILADELPHIA AMERICAN LIFE INSURANCE                      | 97047 PHILADELPHIA LIFE INSURANCE COMPANY          |
| 67792 PHILADELPHIA-UNITED LIFE INSURANCE                        | 80926 PHOENIX AMERICAN LIFE INSURANCE              |

|                                | NAIC NO: 64475 | 84808   | 67784   | 97047     | 67792  | 80926   |
|--------------------------------|----------------|---------|---------|-----------|--------|---------|
| ASSETS                         | 2,310,608      | 235,709 | 146,635 | 1,269,420 | 34,574 | 156,243 |
| LIABILITIES                    | 2,151,034      | 210,901 | 123,239 | 1,155,725 | 20,370 | 147,550 |
| CAPITAL AND SURPLUS            | 159,574        | 24,808  | 23,395  | 113,694   | 14,204 | 8,693   |
| TOTAL INCOME                   | 1,027,591      | 129,035 | 41,696  | 338,191   | 5,185  | 50,634  |
| TOTAL EXPENSES                 | 991,001        | 132,164 | 40,497  | 325,226   | 3,811  | 46,673  |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 0       | 0       | 1,229     | 0      | 0       |
| FEDERAL INCOME TAXES INCURRED  | 5,589          | -897    | 266     | -4,856    | 140    | 321     |
| NET GAIN                       | 31,000         | -2,231  | 931     | 16,592    | 1,233  | 3,640   |
| CAPITAL AND SURPLUS BEGIN YEAR | 138,600        | 21,513  | 23,210  | 116,690   | 12,948 | 5,159   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67814 COMPANY: PHOENIX MUTUAL LIFE INSURANCE COMPANY  
80578 PHYSICIANS MUTUAL INSURANCE COMPANY  
67822 PIERCE NATIONAL LIFE INSURANCENAIC NO: 72125 COMPANY: PHYSICIANS LIFE INSURANCE COMPANY  
81280 PIEDMONT AMERICAN LIFE INSURANCE  
67873 PIONEER AMERICAN INSURANCE COMPANY

|                                | NAIC NO: | 67814     | 72125  | 80578   | 81280  | 67822   | 67873  |
|--------------------------------|----------|-----------|--------|---------|--------|---------|--------|
| ASSETS                         |          | 5,678,489 | 90,361 | 411,495 | 3,681  | 184,815 | 15,776 |
| LIABILITIES                    |          | 5,425,767 | 72,692 | 247,738 | 460    | 167,230 | 8,612  |
| CAPITAL AND SURPLUS            |          | 252,722   | 17,669 | 163,756 | 3,221  | 17,585  | 7,164  |
| TOTAL INCOME                   |          | 1,320,809 | 32,761 | 325,004 | -1,847 | 49,173  | 10,041 |
| TOTAL EXPENSES                 |          | 1,126,614 | 28,462 | 308,035 | -794   | 40,980  | 8,228  |
| DIVIDENDS TO POLICYHOLDERS     |          | 165,569   | 0      | 0       | 0      | 0       | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | 5,755     | 1,450  | 1,550   | 0      | 171     | 548    |
| NET GAIN                       |          | 22,870    | 2,849  | 15,418  | -1,052 | 8,021   | 1,264  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 227,563   | 13,816 | 137,344 | 300    | 15,577  | 6,456  |

NAIC NO: 68330 COMPANY: PIONEER LIFE INSURANCE COMPANY OF  
97268 PM GROUP LIFE INSURANCE COMPANY  
68004 PREFERRED RISK LIFE INSURANCE COMPANYNAIC NO: 67946 COMPANY: PIONEER SECURITY LIFE INSURANCE COMPANY  
67989 PRAIRIE STATES LIFE INSURANCE COMPANY  
93726 PREMIER LIFE INSURANCE COMPANY

|                                | NAIC NO: | 68330   | 67946  | 97268   | 67989  | 68004   | 93726 |
|--------------------------------|----------|---------|--------|---------|--------|---------|-------|
| ASSETS                         |          | 223,649 | 16,675 | 276,479 | 96,889 | 136,618 | 4,988 |
| LIABILITIES                    |          | 200,310 | 11,400 | 234,215 | 87,069 | 96,987  | 930   |
| CAPITAL AND SURPLUS            |          | 23,338  | 5,274  | 42,263  | 9,819  | 39,630  | 4,058 |
| TOTAL INCOME                   |          | 220,669 | 3,557  | 409,554 | 34,011 | 35,789  | 471   |
| TOTAL EXPENSES                 |          | 220,312 | 3,995  | 389,237 | 30,266 | 29,431  | 637   |
| DIVIDENDS TO POLICYHOLDERS     |          | 16      | 0      | 2,666   | 1,001  | 121     | 0     |
| FEDERAL INCOME TAXES INCURRED  |          | 182     | -192   | 6,009   | 435    | 1,424   | -69   |
| NET GAIN                       |          | 158     | -245   | 11,640  | 2,307  | 4,811   | -96   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 22,129  | 5,758  | 6,426   | 11,048 | 40,074  | 4,154 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                                                      |          |                                                             |           |                                                           |         |                                                             |        |
|------------------------------------------------------|----------|-------------------------------------------------------------|-----------|-----------------------------------------------------------|---------|-------------------------------------------------------------|--------|
| NAIC NO: 68012 COMPANY: PRESBYTERIAN MINISTERS' FUND |          | NAIC NO: 68039 COMPANY: PRESIDENTIAL LIFE INSURANCE COMPANY |           | NAIC NO: 61271 COMPANY: PRINCIPAL NATIONAL LIFE INSURANCE |         | NAIC NO: 92908 COMPANY: PROGRESSIVE AMERICAN LIFE INSURANCE |        |
| 61271                                                |          | 92908                                                       |           | 71161                                                     |         |                                                             |        |
| 68047                                                |          |                                                             |           |                                                           |         |                                                             |        |
|                                                      | NAIC NO: | 68012                                                       | 68039     | 61271                                                     | 92908   | 68047                                                       | 71161  |
| ASSETS                                               |          | 370,681                                                     | 1,032,760 | 21,999,831                                                | 473,602 | 42,079                                                      | 40,753 |
| LIABILITIES                                          |          | 332,888                                                     | 1,756,570 | 21,294,072                                                | 451,187 | 27,762                                                      | 15,322 |
| CAPITAL AND SURPLUS                                  |          | 37,792                                                      | 76,190    | 705,759                                                   | 22,414  | 14,316                                                      | 25,431 |
| TOTAL INCOME                                         |          | 57,316                                                      | 537,764   | 6,019,470                                                 | 126,443 | 19,485                                                      | 4,409  |
| TOTAL EXPENSES                                       |          | 47,750                                                      | 509,405   | 6,433,207                                                 | 124,502 | 17,454                                                      | -2,512 |
| DIVIDENDS TO POLICYHOLDERS                           |          | 9,224                                                       | 0         | 232,263                                                   | 0       | 0                                                           | 0      |
| FEDERAL INCOME TAXES INCURRED                        |          | 1,400                                                       | 8,769     | 68,052                                                    | 557     | 405                                                         | 1,872  |
| NET GAIN                                             |          | -1,066                                                      | 19,589    | 85,867                                                    | 1,383   | 1,625                                                       | 5,049  |
| CAPITAL AND SURPLUS BEGIN YEAR                       |          | 35,523                                                      | 58,219    | 640,217                                                   | 22,263  | 11,486                                                      | 10,695 |

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                                                          |                                                                 |
|----------------------------------------------------------|-----------------------------------------------------------------|
| NAIC NO: 68217 COMPANY: PROVIDENT LIFE INSURANCE COMPANY | NAIC NO: 68225 COMPANY: PROVIDENT MUTUAL LIFE INSURANCE COMPANY |
| 70866 PROVIDENT NATIONAL ASSURANCE COMPANY               | 79227 PRUCO LIFE INSURANCE COMPANY                              |
| 68241 PRUDENTIAL INSURANCE COMPANY OF AMERICA            | 68284 PYRAMID LIFE INSURANCE COMPANY, THE                       |

|                                | NAIC NO: | 68217   | 68225     | 70866     | 79227     | 68241       | 68284  |
|--------------------------------|----------|---------|-----------|-----------|-----------|-------------|--------|
| ASSETS                         |          | 158,973 | 2,674,232 | 6,075,204 | 3,661,102 | 116,196,998 | 75,728 |
| LIABILITIES                    |          | 140,345 | 2,542,024 | 5,913,130 | 3,582,839 | 112,431,634 | 55,001 |
| CAPITAL AND SURPLUS            |          | 18,627  | 132,207   | 162,073   | 78,263    | 3,765,364   | 20,727 |
| TOTAL INCOME                   |          | 32,612  | 596,045   | 2,111,364 | 1,565,554 | 22,742,546  | 43,571 |
| TOTAL EXPENSES                 |          | 30,802  | 534,612   | 2,074,060 | 1,541,240 | 19,646,155  | 41,901 |
| DIVIDENDS TO POLICYHOLDERS     |          | 643     | 66,657    | 0         | 0         | 2,333,309   | 36     |
| FEDERAL INCOME TAXES INCURRED  |          | 0       | -1,617    | 10,260    | 32,874    | 202,935     | 7      |
| NET GAIN                       |          | 1,166   | -3,606    | 27,044    | -8,559    | 560,146     | 1,626  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 18,298  | 128,522   | 155,363   | 44,915    | 3,469,477   | 18,981 |

|                                | NAIC NO: | 97772 | 68357   | 68381     | 92576 | 68446  | 68454   |
|--------------------------------|----------|-------|---------|-----------|-------|--------|---------|
| ASSETS                         |          | 6,570 | 367,027 | 1,100,109 |       | 65,917 | 608,189 |
| LIABILITIES                    |          | 3,786 | 322,559 | 1,072,613 |       | 33,440 | 415,561 |
| CAPITAL AND SURPLUS            |          | 2,783 | 44,468  | 107,496   |       | 32,476 | 192,628 |
| TOTAL INCOME                   |          | 9,732 | 115,986 | 702,075   |       | 18,113 | 329,005 |
| TOTAL EXPENSES                 |          | 9,688 | 108,374 | 666,308   |       | 14,206 | 333,031 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0     | 9       | 168       |       | 0      | 121     |
| FEDERAL INCOME TAXES INCURRED  |          | 7     | 1,254   | 4,597     |       | 492    | -222    |
| NET GAIN                       |          | 37    | 6,349   | 31,001    |       | 3,413  | -3,924  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 2,749 | 45,807  | 104,150   |       | 29,117 | 184,613 |

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NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68462 COMPANY: RESERVE NATIONAL INSURANCE COMPANY  
61638 ROOSEVELT NATIONAL LIFE INSURANCE  
82848 ROYAL TANDEM LIFE INSURANCE COMPANYNAIC NO: 73334 COMPANY: ROCKY MOUNTAIN LIFE INSURANCE COMPANY  
80586 ROYAL LIFE INSURANCE COMPANY OF  
68608 SAFECO LIFE INSURANCE COMPANY

|                                | NAIC NO: | 68462  | 73334 | 61638  | 80586   | 82848   | 68608     |
|--------------------------------|----------|--------|-------|--------|---------|---------|-----------|
| ASSETS                         |          | 47,316 | 7,678 | 62,005 | 112,464 | 372,930 | 3,331,662 |
| LIABILITIES                    |          | 29,750 | 3,298 | 51,336 | 68,425  | 362,764 | 3,217,810 |
| CAPITAL AND SURPLUS            |          | 17,558 | 4,379 | 10,669 | 44,039  | 10,166  | 113,851   |
| TOTAL INCOME                   |          | 64,510 | 6,665 | 8,401  | 26,026  | 277,465 | 1,285,835 |
| TOTAL EXPENSES                 |          | 57,270 | 6,428 | 7,438  | 24,962  | 290,667 | 1,252,794 |
| DIVIDENDS TO POLICYHOLDERS     |          | 11     | 0     | 82     | 0       | 0       | 14        |
| FEDERAL INCOME TAXES INCURRED  |          | 1,946  | 57    | 0      | 396     | 0       | 9,187     |
| NET GAIN                       |          | 5,283  | 179   | 881    | 667     | -13,201 | 24,810    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 12,943 | 4,428 | 8,127  | 43,777  | 9,332   | 95,667    |

NAIC NO: 90581 COMPANY: SAFECO NATIONAL LIFE INSURANCE COMPANY  
91774 SAVERS LIFE INSURANCE COMPANY  
68675 SECURITY BENEFIT LIFE INSURANCE COMPANYNAIC NO: 93572 COMPANY: SAINT LOUIS REINSURANCE COMPANY  
71714 SECURITY ASSURANCE COMPANY  
99414 SECURITY EQUITY LIFE INSURANCE COMPANY

|                                | NAIC NO: | 90581  | 93572  | 91774  | 71714  | 68675     | 99414  |
|--------------------------------|----------|--------|--------|--------|--------|-----------|--------|
| ASSETS                         |          | 14,374 | 48,455 | 98,888 | 25,697 | 1,945,584 | 63,956 |
| LIABILITIES                    |          | 3,062  | 32,639 | 90,922 | 12,602 | 1,894,619 | 56,943 |
| CAPITAL AND SURPLUS            |          | 11,311 | 7,815  | 7,965  | 13,094 | 50,965    | 7,013  |
| TOTAL INCOME                   |          | 2,774  | 71,725 | 12,655 | 21,094 | 513,457   | 28,728 |
| TOTAL EXPENSES                 |          | 1,083  | 66,961 | 10,253 | 19,499 | 503,269   | 30,023 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0      | 0      | 0      | 0      | 4,291     | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | 558    | 1,591  | 303    | 157    | 1,370     | 0      |
| NET GAIN                       |          | 1,132  | 3,171  | 2,098  | 1,437  | 4,525     | -1,295 |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 10,139 | 4,718  | 6,202  | 12,978 | 52,971    | 5,269  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61050 COMPANY: SECURITY FIRST LIFE INSURANCE COMPANY  
68713 SECURITY LIFE OF DENVER INSURANCE  
68667 SECURITY OF AMERICA LIFE INSURANCENAIC NO: 68721 COMPANY: SECURITY LIFE INSURANCE COMPANY OF  
68772 SECURITY MUTUAL LIFE INSURANCE  
79880 SECURITY TRUST LIFE INSURANCE COMPANY

|                                | NAIC NO: | 61050   | 68721  | 68713     | 68772   | 68667   | 79880   |
|--------------------------------|----------|---------|--------|-----------|---------|---------|---------|
| ASSETS                         |          | 846,141 | 73,076 | 1,079,544 | 742,681 | 144,081 | 117,200 |
| LIABILITIES                    |          | 793,111 | 57,824 | 878,827   | 712,529 | 122,041 | 75,352  |
| CAPITAL AND SURPLUS            |          | 53,030  | 15,251 | 200,717   | 30,072  | 22,039  | 41,847  |
| TOTAL INCOME                   |          | 289,952 | 42,482 | 356,509   | 281,349 | 90,938  | 37,397  |
| TOTAL EXPENSES                 |          | 284,797 | 38,115 | 348,238   | 263,040 | 93,823  | 29,603  |
| DIVIDENDS TO POLICYHOLDERS     |          | 0       | 0      | 1,239     | 11,602  | 0       | 0       |
| FEDERAL INCOME TAXES INCURRED  |          | -486    | 387    | 2,024     | 2,606   | -1,275  | 0       |
| NET GAIN                       |          | 5,641   | 3,980  | 5,007     | 4,100   | -1,609  | 7,793   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 54,068  | 12,532 | 197,304   | 27,283  | 22,479  | 35,971  |

NAIC NO: 91588 COMPANY: SECURITY-CONNECTICUT LIFE INSURANCE  
68810 SENTRY LIFE INSURANCE COMPANY  
77186 SHELBY LIFE INSURANCE COMPANY OF SHELBYNAIC NO: 71692 COMPANY: SENTRY INVESTORS LIFE INSURANCE COMPANY  
74209 SHARENET INSURANCE, INC.  
84824 SMA LIFE ASSURANCE COMPANY

|                                | NAIC NO: | 91588   | 71692  | 68810   | 74209 | 77186  | 84824     |
|--------------------------------|----------|---------|--------|---------|-------|--------|-----------|
| ASSETS                         |          | 697,186 | 27,916 | 979,012 | 2,597 | 53,641 | 1,539,244 |
| LIABILITIES                    |          | 569,727 | 14,953 | 874,821 | 42    | 48,931 | 1,402,943 |
| CAPITAL AND SURPLUS            |          | 127,459 | 12,962 | 104,190 | 2,555 | 4,710  | 136,300   |
| TOTAL INCOME                   |          | 223,411 | 3,385  | 224,536 | 193   | 19,892 | 398,884   |
| TOTAL EXPENSES                 |          | 199,858 | 1,627  | 206,396 | 267   | 19,686 | 397,474   |
| DIVIDENDS TO POLICYHOLDERS     |          | 570     | 0      | 335     | 0     | 0      | 0         |
| FEDERAL INCOME TAXES INCURRED  |          | 2,853   | 576    | 5,833   | -9    | 51     | -742      |
| NET GAIN                       |          | 20,120  | 1,101  | 11,970  | -64   | 154    | 1,352     |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 121,154 | 11,716 | 89,599  | 2,628 | 4,638  | 122,953   |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 94617 COMPANY: SOUTHERN FARM BUREAU ANNUITY INSURANCE  
68934 SOUTHERN LIFE INSURANCE COMPANY  
91391 SOUTHWESTERN LIFE INSURANCE COMPANYNAIC NO: 68896 COMPANY: SOUTHERN FARM BUREAU LIFE INSURANCE  
68950 SOUTHLAND LIFE INSURANCE COMPANY  
68993 SPRINGFIELD LIFE INSURANCE COMPANY

|                                | NAIC NO: | 94617   | 68896     | 68934  | 68950   | 91391     | 68993   |
|--------------------------------|----------|---------|-----------|--------|---------|-----------|---------|
| ASSETS                         |          | 618,214 | 1,431,706 | 3,578  | 965,636 | 5,963,840 | 165,580 |
| LIABILITIES                    |          | 587,638 | 1,292,926 | 65     | 815,513 | 5,723,040 | 133,596 |
| CAPITAL AND SURPLUS            |          | 30,575  | 138,779   | 3,513  | 150,123 | 240,000   | 31,983  |
| TOTAL INCOME                   |          | 160,987 | 290,570   | 11,479 | 228,115 | 1,070,459 | 45,312  |
| TOTAL EXPENSES                 |          | 156,754 | 245,618   | 14,493 | 193,119 | 1,009,420 | 34,232  |
| DIVIDENDS TO POLICYHOLDERS     |          | 437     | 36,518    | -492   | 82      | 376       | 0       |
| FEDERAL INCOME TAXES INCURRED  |          | 1,469   | 4,246     | 510    | -604    | -16,428   | 4,082   |
| NET GAIN                       |          | 2,326   | 4,187     | -3,031 | 35,518  | 77,091    | 6,997   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 15,208  | 138,734   | 24,687 | 147,258 | 240,000   | 33,502  |

NAIC NO: 86355 COMPANY: STANDARD LIFE AND ACCIDENT INSURANCE  
69000 STANDARD OF AMERICA LIFE INSURANCE  
94498 STATE FARM ANNUITY AND LIFE INSURANCENAIC NO: 71706 COMPANY: STANDARD LIFE AND CASUALTY INSURANCE  
69078 STANDARD SECURITY LIFE INS.  
69108 STATE FARM LIFE INSURANCE COMPANY

|                                | NAIC NO: | 86355   | 71706  | 69000  | 69078   | 94498 | 69108     |
|--------------------------------|----------|---------|--------|--------|---------|-------|-----------|
| ASSETS                         |          | 233,482 | 16,851 | 58,714 | 135,799 | 4,941 | 9,590,204 |
| LIABILITIES                    |          | 190,510 | 11,220 | 12,592 | 102,034 | 11    | 8,385,439 |
| CAPITAL AND SURPLUS            |          | 42,971  | 5,631  | 46,122 | 33,765  | 4,929 | 1,204,764 |
| TOTAL INCOME                   |          | 117,782 | 9,954  | 7,082  | 31,295  | 377   | 2,597,308 |
| TOTAL EXPENSES                 |          | 106,339 | 9,092  | 1,582  | 31,175  | 47    | 1,933,953 |
| DIVIDENDS TO POLICYHOLDERS     |          | 420     | 42     | 460    | 592     | 0     | 458,799   |
| FEDERAL INCOME TAXES INCURRED  |          | 2,234   | 62     | 2,096  | -366    | 112   | 78,711    |
| NET GAIN                       |          | 8,788   | 756    | 2,942  | -106    | 218   | 125,844   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 34,407  | 5,232  | 50,852 | 34,141  | 4,714 | 1,072,993 |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69116 COMPANY: STATE LIFE INSURANCE COMPANY THE  
69140 STATE MUTUAL LIFE ASSURANCE COMPANY OF  
89184 STERLING INVESTORS LIFE INSURANCENAIC NO: 69132 COMPANY: STATE MUTUAL INSURANCE COMPANY  
69183 STATESMAN NATIONAL LIFE INSURANCE  
69213 STURDIVANT LIFE INSURANCE COMPANY

|                                | NAIC NO: | 69116   | 69132   | 69140     | 69183  | 89184  | 69213  |
|--------------------------------|----------|---------|---------|-----------|--------|--------|--------|
| ASSETS                         |          | 179,787 | 112,613 | 4,869,509 | 16,711 | 12,264 | 8,221  |
| LIABILITIES                    |          | 162,707 | 100,702 | 4,717,724 | 12,686 | 9,356  | 5,865  |
| CAPITAL AND SURPLUS            |          | 17,079  | 11,911  | 151,784   | 4,024  | 2,907  | 2,356  |
| TOTAL INCOME                   |          | 44,932  | 83,105  | 1,834,761 | 16,264 | 25,618 | 15,561 |
| TOTAL EXPENSES                 |          | 40,922  | 77,320  | 1,767,319 | 16,208 | 26,991 | 15,341 |
| DIVIDENDS TO POLICYHOLDERS     |          | 3,330   | 4,703   | 47,144    | 0      | 153    | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | -343    | 337     | -10,538   | 0      | 0      | -3     |
| NET GAIN                       |          | 1,022   | 744     | 30,835    | 55     | -1,527 | 223    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 16,071  | 7,834   | 126,394   | 3,451  | 1,951  | 2,354  |

NAIC NO: 71080 COMPANY: SUMMIT NATIONAL LIFE INSURANCE COMPANY  
80802 SUN LIFE ASSURANCE COMPANY OF CANADA THE  
69299 SUPERIOR LIFE INSURANCE COMPANYNAIC NO: 79065 COMPANY: SUN LIFE ASSURANCE COMPANY  
69256 SUN LIFE INSURANCE COMPANY OF AMERICA  
69310 SURETY LIFE INSURANCE COMPANY

|                                | NAIC NO: | 71080   | 79065     | 80802     | 69256     | 69299  | 69310  |
|--------------------------------|----------|---------|-----------|-----------|-----------|--------|--------|
| ASSETS                         |          | 257,970 | 3,926,934 | 2,205,821 | 3,992,919 | 55,791 | 55,862 |
| LIABILITIES                    |          | 204,359 | 3,633,636 | 2,160,311 | 3,802,491 | 25,882 | 27,196 |
| CAPITAL AND SURPLUS            |          | 53,611  | 293,298   | 45,510    | 190,428   | 29,909 | 27,865 |
| TOTAL INCOME                   |          | 16,823  | 427,173   | 608,069   | 1,143,191 | 15,103 | 41,911 |
| TOTAL EXPENSES                 |          | 6,169   | 379,618   | 693,984   | 1,127,269 | 10,369 | 40,123 |
| DIVIDENDS TO POLICYHOLDERS     |          | 3,089   | 0         | 43,250    | 242       | 0      | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | 507     | 1,010     | 0         | 5,139     | 1,363  | -429   |
| NET GAIN                       |          | 7,058   | 46,544    | -129,165  | 10,538    | 3,370  | 2,217  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 38,365  | 257,040   | 26,579    | 113,685   | 28,612 | 26,033 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71528 COMPANY: TANDEM INSURANCE GROUP, INC.  
69477 TIME INSURANCE COMPANY  
61182 TRANS PACIFIC LIFE INSURANCE COMPANY

NAIC NO: 69353 COMPANY: TEACHERS PROTECTIVE MUTUAL LIFE  
69485 TOWER LIFE AND ACCIDENT INSURANCE  
69566 TRANS WORLD ASSURANCE COMPANY

|                                | NAIC NO: 71528 | 69353  | 69477   | 69485  | 61182  | 69566   |
|--------------------------------|----------------|--------|---------|--------|--------|---------|
| ASSETS                         | 2,600,016      | 12,997 | 714,383 | 23,034 | 22,185 | 122,044 |
| LIABILITIES                    | 2,554,394      | 9,965  | 522,985 | 16,028 | 8,845  | 102,760 |
| CAPITAL AND SURPLUS            | 45,622         | 3,031  | 191,397 | 7,005  | 13,340 | 19,284  |
| TOTAL INCOME                   | 1,295,031      | 7,543  | 655,215 | 4,554  | 9,907  | 20,517  |
| TOTAL EXPENSES                 | 1,324,532      | 7,507  | 642,552 | 3,039  | 7,214  | 17,624  |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 59     | 0       | 29     | 0      | 23      |
| FEDERAL INCOME TAXES INCURRED  | 0              | -52    | -6,975  | 228    | 800    | 626     |
| NET GAIN                       | -29,501        | 28     | 19,638  | 1,256  | 1,892  | 2,243   |
| CAPITAL AND SURPLUS BEGIN YEAR | 38,485         | 2,953  | 190,347 | 6,403  | 11,493 | 17,683  |

NAIC NO: 69515 COMPANY: TRANS-GENERAL LIFE INSURANCE COMPANY  
69507 TRANSAMERICA LIFE INSURANCE  
69531 TRANSPORT LIFE INSURANCE COMPANY

NAIC NO: 80829 COMPANY: TRANSAMERICA ASSURANCE COMPANY  
67121 TRANSAMERICA OCCIDENTAL LIFE  
87726 TRAVELERS INSURANCE COMPANY

|                                | NAIC NO: 69515 | 80829  | 69507     | 67121     | 69531   | 87726      |
|--------------------------------|----------------|--------|-----------|-----------|---------|------------|
| ASSETS                         | 11,441         | 12,801 | 6,367,136 | 5,564,446 | 325,569 | 30,672,244 |
| LIABILITIES                    | 3,550          | 9,026  | 6,299,690 | 5,208,588 | 253,596 | 29,212,820 |
| CAPITAL AND SURPLUS            | 7,891          | 3,774  | 67,446    | 355,858   | 71,973  | 1,459,423  |
| TOTAL INCOME                   | 1,239          | 9,026  | 1,999,228 | 2,069,302 | 265,520 | 6,447,024  |
| TOTAL EXPENSES                 | 899            | 10,149 | 1,993,654 | 2,024,287 | 249,343 | 6,340,151  |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 0      | 641       | 16,074    | 88      | 0          |
| FEDERAL INCOME TAXES INCURRED  | 41             | -502   | -2,586    | -10,721   | 688     | 45,912     |
| NET GAIN                       | 297            | -620   | 7,519     | 39,662    | 15,400  | 60,960     |
| CAPITAL AND SURPLUS BEGIN YEAR | 7,384          | 3,865  | 66,418    | 393,335   | 58,630  | 960,090    |

NOTE: \$0000 OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                                                     |                                                                 |
|-----------------------------------------------------|-----------------------------------------------------------------|
| NAIC NO: 79413 COMPANY: TRAVELERS INSURANCE COMPANY | NAIC NO: 80950 COMPANY: TRAVELERS LIFE AND ANNUITY COMPANY, THE |
| 76015 TRIAD LIFE INSURANCE CORPORATION              | 69639 TWENTIETH CENTURY LIFE INSURANCE                          |
| 97055 U. S. GUARDIAN HEALTH INSURANCE COMPANY       | 88188 UNDERWRITERS LIFE INSURANCE COMPANY                       |

|                                | NAIC NO: | 79413   | 80950     | 76015  | 69639  | 97055  | 88188 |
|--------------------------------|----------|---------|-----------|--------|--------|--------|-------|
| ASSETS                         |          | 309,553 | 3,606,654 | 31,141 | 42,580 | 40,430 | 7,486 |
| LIABILITIES                    |          | 241,907 | 3,454,322 | 10,073 | 38,576 | 30,552 | 5,177 |
| CAPITAL AND SURPLUS            |          | 67,645  | 152,331   | 13,068 | 4,003  | 9,878  | 2,309 |
| TOTAL INCOME                   |          | 241,125 | 397,700   | 25,236 | 11,041 | 44,598 | 5,755 |
| TOTAL EXPENSES                 |          | 251,732 | 316,607   | 23,650 | 14,982 | 43,579 | 5,236 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0       | 0         | 0      | 0      | 1      | 0     |
| FEDERAL INCOME TAXES INCURRED  |          | -3,230  | 31,508    | 776    | 0      | 20     | 0     |
| NET GAIN                       |          | -7,376  | 49,433    | 800    | -3,940 | 996    | 519   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 73,140  | 99,810    | 12,423 | 2,802  | 7,838  | -198  |

|                                                         |                                                              |
|---------------------------------------------------------|--------------------------------------------------------------|
| NAIC NO: 69701 COMPANY: UNION BANKERS INSURANCE COMPANY | NAIC NO: 67903 COMPANY: UNION BENEFIT LIFE INSURANCE COMPANY |
| 80837 UNION CENTRAL LIFE INSURANCE COMPANY THE          | 93289 UNION FIDELITY LIFE INSURANCE COMPANY                  |
| 69744 UNION LABOR LIFE INSURANCE COMPANY THE            | 98884 UNION SECURITY LIFE INSURANCE COMPANY                  |

|                                | NAIC NO: | 69701   | 67903  | 80837     | 93289   | 69744     | 98884   |
|--------------------------------|----------|---------|--------|-----------|---------|-----------|---------|
| ASSETS                         |          | 173,391 | 10,102 | 2,965,259 | 250,297 | 1,889,733 | 133,421 |
| LIABILITIES                    |          | 148,662 | 12,929 | 2,850,387 | 142,257 | 1,859,204 | 107,320 |
| CAPITAL AND SURPLUS            |          | 24,729  | 5,173  | 106,871   | 108,040 | 30,529    | 26,100  |
| TOTAL INCOME                   |          | 145,406 | 9,340  | 1,053,312 | 161,578 | 502,013   | 113,759 |
| TOTAL EXPENSES                 |          | 149,920 | 10,121 | 1,034,025 | 122,159 | 481,509   | 110,577 |
| DIVIDENDS TO POLICYHOLDERS     |          | 219     | 34     | 17,456    | 0       | 19,001    | 0       |
| FEDERAL INCOME TAXES INCURRED  |          | -2,505  | -10    | -1,712    | 6,711   | -5,099    | 1,010   |
| NET GAIN                       |          | -2,235  | -789   | 3,543     | 32,706  | 6,522     | 2,172   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 16,295  | 4,762  | 84,170    | 73,960  | 17,627    | 23,376  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 92916 COMPANY: UNITED AMERICAN INSURANCE COMPANY  
77909 UNITED EQUITABLE LIFE INSURANCE  
87645 UNITED FIDELITY LIFE INSURANCE

NAIC NO: 69876 COMPANY: UNITED COMPANIES LIFE  
91693 UNITED FAMILY LIFE INSURANCE COMPANY  
69922 UNITED HOME LIFE INSURANCE COMPANY

|                                | NAIC NO: | 92916   | 69876   | 77909  | 91693   | 87645   | 69922  |
|--------------------------------|----------|---------|---------|--------|---------|---------|--------|
| ASSETS                         |          | 544,636 | 885,683 | 27,405 | 288,394 | 380,335 | 46,335 |
| LIABILITIES                    |          | 421,489 | 852,000 | 18,402 | 262,021 | 349,289 | 35,981 |
| CAPITAL AND SURPLUS            |          | 123,146 | 33,683  | 9,002  | 26,373  | 31,046  | 10,354 |
| TOTAL INCOME                   |          | 529,809 | 307,980 | 30,369 | 86,422  | 150,971 | 8,169  |
| TOTAL EXPENSES                 |          | 469,250 | 306,194 | 30,854 | 77,935  | 140,473 | 7,928  |
| DIVIDENDS TO POLICYHOLDERS     |          | 0       | 1,448   | 0      | 797     | 281     | 63     |
| FEDERAL INCOME TAXES INCURRED  |          | 19,869  | 0       | 2      | -17     | 16      | 16     |
| NET GAIN                       |          | 40,689  | 337     | -487   | 7,707   | 10,200  | 161    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 90,281  | 32,238  | 9,550  | 30,036  | 29,801  | 10,742 |

NAIC NO: 69930 COMPANY: UNITED INSURANCE COMPANY OF AMERICA  
82694 UNITED LIBERTY LIFE INSURANCE COMPANY  
67350 UNITED OLYMPIC LIFE INSURANCE COMPANY

NAIC NO: 94099 COMPANY: UNITED INVESTORS LIFE INSURANCE COMPANY  
69868 UNITED OF OMAHA LIFE INSURANCE COMPANY  
70025 UNITED PACIFIC LIFE INSURANCE COMPANY

|                                | NAIC NO: | 69930     | 94099   | 82694  | 69868     | 67350   | 70025     |
|--------------------------------|----------|-----------|---------|--------|-----------|---------|-----------|
| ASSETS                         |          | 2,146,149 | 393,154 | 65,291 | 3,542,142 | 610,275 | 4,146,926 |
| LIABILITIES                    |          | 1,106,592 | 273,900 | 62,119 | 3,296,462 | 583,157 | 3,992,829 |
| CAPITAL AND SURPLUS            |          | 1,039,556 | 119,253 | 3,171  | 245,679   | 27,118  | 154,097   |
| TOTAL INCOME                   |          | 505,138   | 180,643 | 12,844 | 967,862   | 117,151 | 1,309,566 |
| TOTAL EXPENSES                 |          | 440,915   | 162,318 | 11,055 | 965,135   | 112,367 | 1,289,543 |
| DIVIDENDS TO POLICYHOLDERS     |          | 0         | 0       | 1,777  | 91        | 153     | 0         |
| FEDERAL INCOME TAXES INCURRED  |          | 17,736    | 2,214   | -147   | 1,295     | 0       | 4,676     |
| NET GAIN                       |          | 46,487    | 16,110  | 158    | 1,339     | 4,630   | 15,346    |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 995,052   | 118,248 | 4,235  | 253,706   | 22,466  | 94,623    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70033 COMPANY: UNITED PRESIDENTIAL LIFE INSURANCE  
61247 UNITED SERVICES GENERAL LIFE COMPANY  
63479 UNITED TEACHER ASSOCIATES INSURANCENAIC NO: 93238 COMPANY: UNITED REPUBLIC LIFE INSURANCE  
70106 UNITED STATES LIFE INSURANCE COMPANY  
72850 UNITED WORLD LIFE INSURANCE COMPANY

|                                | NAIC NO: | 70033   | 93238 | 61247   | 70106   | 63479  | 72850  |
|--------------------------------|----------|---------|-------|---------|---------|--------|--------|
| ASSETS                         |          | 393,359 | 5,661 | 159,132 | 996,700 | 20,038 | 66,237 |
| LIABILITIES                    |          | 359,792 | 36    | 142,267 | 874,569 | 13,776 | 48,264 |
| CAPITAL AND SURPLUS            |          | 33,566  | 5,625 | 16,865  | 122,130 | 6,262  | 17,973 |
| TOTAL INCOME                   |          | 153,505 | 179   | 125,691 | 401,602 | 24,577 | 7,749  |
| TOTAL EXPENSES                 |          | 149,432 | 5     | 133,987 | 476,682 | 20,407 | 4,344  |
| DIVIDENDS TO POLICYHOLDERS     |          | 247     | 0     | 0       | 3,915   | 0      | 0      |
| FEDERAL INCOME TAXES INCURRED  |          | 378     | -67   | -2,591  | -469    | 664    | 294    |
| NET GAIN                       |          | 3,446   | 240   | -5,705  | 1,474   | 3,504  | 3,111  |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 32,026  | 5,076 | 3,089   | 117,052 | 3,075  | 15,112 |

NAIC NO: 70114 COMPANY: UNITY MUTUAL LIFE INSURANCE COMPANY  
70173 UNIVERSAL UNDERWRITERS LIFE INSURANCE  
62235 UNUM LIFE INSURANCE COMPANY OFNAIC NO: 70157 COMPANY: UNIVERSAL LIFE INSURANCE COMPANY  
69760 UNUM LIFE INSURANCE COMPANY  
74144 UNUM PENSION AND INSURANCE COMPANY

|                                | NAIC NO: | 70114   | 70157  | 70173   | 69760     | 62235     | 74144   |
|--------------------------------|----------|---------|--------|---------|-----------|-----------|---------|
| ASSETS                         |          | 458,891 | 65,562 | 112,259 | 4,385,748 | 2,178,640 | 792,218 |
| LIABILITIES                    |          | 444,825 | 60,009 | 81,325  | 3,947,038 | 1,662,689 | 748,667 |
| CAPITAL AND SURPLUS            |          | 14,066  | 5,553  | 30,934  | 438,710   | 515,950   | 43,551  |
| TOTAL INCOME                   |          | 115,726 | 26,169 | 63,923  | 1,009,633 | 976,997   | 165,133 |
| TOTAL EXPENSES                 |          | 111,955 | 26,946 | 61,612  | 956,560   | 916,110   | 157,754 |
| DIVIDENDS TO POLICYHOLDERS     |          | 3,736   | 0      | 71      | 24,633    | 0         | 0       |
| FEDERAL INCOME TAXES INCURRED  |          | 0       | 0      | 0       | 7,026     | -5,623    | 1,739   |
| NET GAIN                       |          | 35      | -776   | 2,239   | 21,411    | 66,510    | 5,638   |
| CAPITAL AND SURPLUS BEGIN YEAR |          | 13,220  | 6,454  | 26,247  | 350,099   | 446,768   | 38,763  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                                                                 |                                                     |
|-----------------------------------------------------------------|-----------------------------------------------------|
| NAIC NO: 90603 COMPANY: USAA ANNUITY AND LIFE INSURANCE COMPANY | NAIC NO: 69663 COMPANY: USAA LIFE INSURANCE COMPANY |
| 63533 USABLE INSURANCE COMPANY                                  | 68373 USLIFE CREDIT LIFE INSURANCE COMPANY          |
| 63738 UTICA NATIONAL LIFE INSURANCE COMPANY                     | 70211 VALLEY FORGE LIFE INSURANCE COMPANY           |

|                                | NAIC NO: 90603 | 69663   | 63533 | 68373   | 63738  | 70211   |
|--------------------------------|----------------|---------|-------|---------|--------|---------|
| ASSETS                         | 1,146,605      | 953,625 | 7,342 | 145,530 | 83,314 | 287,047 |
| LIABILITIES                    | 1,105,809      | 862,254 | 1,857 | 123,493 | 75,061 | 205,519 |
| CAPITAL AND SURPLUS            | 40,715         | 91,370  | 5,484 | 22,036  | 7,452  | 81,528  |
| TOTAL INCOME                   | 368,731        | 320,593 | 2,700 | 107,775 | 21,580 | 228,838 |
| TOTAL EXPENSES                 | 358,213        | 271,625 | 1,933 | 109,133 | 22,808 | 211,477 |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 30,939  | 0     | 0       | 0      | 2       |
| FEDERAL INCOME TAXES INCURRED  | 3,620          | 4,665   | 252   | -126    | -225   | 3,280   |
| NET GAIN                       | 6,898          | 13,363  | 513   | -1,232  | -1,002 | 14,077  |
| CAPITAL AND SURPLUS BEGIN YEAR | 37,000         | 51,246  | 4,959 | 22,330  | 8,372  | 67,713  |

|                                                         |                                                        |
|---------------------------------------------------------|--------------------------------------------------------|
| NAIC NO: 70238 COMPANY: VARIABLE ANNUITY LIFE INSURANCE | NAIC NO: 93645 COMPANY: VERMONT LIFE INSURANCE COMPANY |
| 81027 VETERANS LIFE INSURANCE COMPANY                   | 70246 VICTORY LIFE INSURANCE COMPANY                   |
| 84549 VISTA LIFE INSURANCE COMPANY                      | 70254 VOLUNTEER STATE LIFE INSURANCE COMPANY           |

|                                | NAIC NO: 70238 | 93645   | 81027   | 70246   | 84549  | 70254   |
|--------------------------------|----------------|---------|---------|---------|--------|---------|
| ASSETS                         | 9,151,305      | 187,856 | 178,576 | 161,379 | 36,407 | 404,264 |
| LIABILITIES                    | 8,968,623      | 179,957 | 134,013 | 153,004 | 23,562 | 359,115 |
| CAPITAL AND SURPLUS            | 182,681        | 7,899   | 44,563  | 8,374   | 12,844 | 45,149  |
| TOTAL INCOME                   | 1,964,577      | 88,713  | 80,959  | 25,241  | 23,587 | 136,468 |
| TOTAL EXPENSES                 | 1,925,887      | 100,927 | 76,275  | 24,875  | 21,449 | 135,186 |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 0       | 24      | 1,242   | 0      | 0       |
| FEDERAL INCOME TAXES INCURRED  | 17,433         | -776    | 0       | 0       | 1,102  | 0       |
| NET GAIN                       | 21,257         | -11,436 | 4,659   | -875    | 1,034  | 1,281   |
| CAPITAL AND SURPLUS BEGIN YEAR | 168,954        | 8,594   | 38,134  | 11,331  | 9,480  | 43,745  |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66699 COMPANY: VOYAGER LIFE INSURANCE COMPANY  
92436 WABASH LIFE INSURANCE COMPANY  
70750 WASHINGTON SQUARE LIFE INSURANCENAIC NO: 70262 COMPANY: VULCAN LIFE INSURANCE COMPANY  
70319 WASHINGTON NATIONAL INSURANCE COMPANY  
70483 WESTERN AND SOUTHERN LIFE INSURANCE

|                                | NAIC NO: 66699 | 70262  | 92436   | 70319     | 70750   | 70483     |
|--------------------------------|----------------|--------|---------|-----------|---------|-----------|
| ASSETS                         | 218,409        | 89,102 | 206,669 | 1,886,810 | 306,998 | 3,466,925 |
| LIABILITIES                    | 200,731        | 84,844 | 186,041 | 1,720,957 | 291,865 | 2,986,065 |
| CAPITAL AND SURPLUS            | 17,677         | 4,257  | 20,627  | 165,853   | 15,132  | 480,859   |
| TOTAL INCOME                   | 184,146        | 44,582 | 38,813  | 753,601   | 68,862  | 773,516   |
| TOTAL EXPENSES                 | 186,438        | 46,175 | 31,413  | 743,317   | 68,602  | 680,993   |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 3      | 937     | 32        | 18      | 74,519    |
| FEDERAL INCOME TAXES INCURRED  | -6,417         | 0      | 87      | -7,526    | -317    | 4,606     |
| NET GAIN                       | 4,125          | -1,596 | 6,375   | 17,778    | 559     | 13,397    |
| CAPITAL AND SURPLUS BEGIN YEAR | 17,291         | 5,110  | 18,591  | 135,260   | 10,409  | 541,263   |

NAIC NO: 77879 COMPANY: WESTERN FIDELITY INSURANCE COMPANY  
70432 WESTERN NATIONAL LIFE INSURANCE  
73474 WESTERN SECURITY LIFE INSURANCENAIC NO: 70408 COMPANY: WESTERN LIFE INSURANCE COMPANY  
91413 WESTERN RESERVE LIFE ASSURANCE CO. OF  
70491 WESTERN STATES LIFE INSURANCE COMPANY

|                                | NAIC NO: 77879 | 70408   | 70432     | 91413   | 73474  | 70491   |
|--------------------------------|----------------|---------|-----------|---------|--------|---------|
| ASSETS                         | 27,820         | 727,212 | 3,190,903 | 248,599 | 47,197 | 442,859 |
| LIABILITIES                    | 17,753         | 661,436 | 3,022,617 | 205,002 | 27,242 | 367,063 |
| CAPITAL AND SURPLUS            | 10,066         | 65,775  | 168,286   | 43,597  | 19,954 | 75,796  |
| TOTAL INCOME                   | 27,307         | 338,844 | 1,038,808 | 89,227  | 14,040 | 94,717  |
| TOTAL EXPENSES                 | 26,795         | 331,521 | 1,029,078 | 70,411  | 3,820  | 90,317  |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 2,335   | 0         | 65      | 71     | 29      |
| FEDERAL INCOME TAXES INCURRED  | 12             | 3,906   | 6,498     | 1,529   | 2,203  | 326     |
| NET GAIN                       | 500            | 1,080   | 3,232     | 9,220   | 7,944  | 4,044   |
| CAPITAL AND SURPLUS BEGIN YEAR | 10,063         | 68,269  | 158,253   | 35,722  | 10,641 | 76,401  |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 92622 COMPANY: WESTERN SOUTHERN LIFE ASSURANCE COMPANY  
70092 WILLIAM PENN LIFE ASSURANCE COMPANY OF  
70629 WORLD INSURANCE COMPANY

NAIC NO: 62030 COMPANY: WESTFIELD LIFE INSURANCE COMPANY  
70580 WISCONSIN NATIONAL LIFE INSURANCE  
69833 WORLD SERVICE LIFE INSURANCE COMPANY

|                                | NAIC NO: 92622 | 62030   | 70092  | 70580   | 70629  | 69833  |
|--------------------------------|----------------|---------|--------|---------|--------|--------|
| ASSETS                         | 643,900        | 151,083 | 31,438 | 221,524 | 96,917 | 41,712 |
| LIABILITIES                    | 590,253        | 120,690 | 27,951 | 189,373 | 89,595 | 19,496 |
| CAPITAL AND SURPLUS            | 53,646         | 30,392  | 3,487  | 32,150  | 7,322  | 22,216 |
| TOTAL INCOME                   | 166,227        | 42,119  | 19,464 | 63,843  | 55,111 | 6,198  |
| TOTAL EXPENSES                 | 156,248        | 42,860  | 23,546 | 58,820  | 54,684 | 4,634  |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 1       | 0      | 229     | 654    | 0      |
| FEDERAL INCOME TAXES INCURRED  | 6,103          | 0       | 0      | 2,040   | 1      | 0      |
| NET GAIN                       | 3,875          | -742    | -4,081 | 2,753   | -227   | 1,564  |
| CAPITAL AND SURPLUS BEGIN YEAR | 49,791         | 19,382  | 9,094  | 31,427  | 8,524  | 20,751 |

NAIC NO: 93513 COMPANY: XEROX FINANCIAL SERVICES LIFE INSURANCE

NAIC NO: 70661 COMPANY: ZURICH AMERICAN LIFE INSURANCE COMPANY

|                                | NAIC NO: 93513 | 70661  |
|--------------------------------|----------------|--------|
| ASSETS                         | 1,129,477      | 72,185 |
| LIABILITIES                    | 1,089,543      | 50,743 |
| CAPITAL AND SURPLUS            | 39,934         | 21,442 |
| TOTAL INCOME                   | 839,734        | 29,433 |
| TOTAL EXPENSES                 | 849,711        | 37,792 |
| DIVIDENDS TO POLICYHOLDERS     | 0              | 0      |
| FEDERAL INCOME TAXES INCURRED  | -79            | 0      |
| NET GAIN                       | -9,897         | -8,358 |
| CAPITAL AND SURPLUS BEGIN YEAR | 22,176         | 17,670 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                                | TOTAL         |
|--------------------------------|---------------|
| ASSETS                         | 1,087,813,068 |
| LIABILITIES                    | 1,025,093,845 |
| CAPITAL AND SURPLUS            | 62,719,222    |
| TOTAL INCOME                   | 305,338,321   |
| TOTAL EXPENSES                 | 285,968,065   |
| DIVIDENDS TO POLICYHOLDERS     | 11,256,024    |
| FEDERAL INCOME TAXES INCURRED  | 1,879,339     |
| NET GAIN                       | 6,242,892     |
| CAPITAL AND SURPLUS BEGIN YEAR | 56,517,468    |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF LIFE AND ACCIDENT AND SICKNESS  
INSURERS TRANSACTING BUSINESS IN VIRGINIA IN THE YEAR 1968

|                                | TOTAL<br>DOMESTIC | TOTAL<br>FOREIGN | TOTAL         |
|--------------------------------|-------------------|------------------|---------------|
| ASSETS                         | 11,678,711        | 1,887,813,868    | 1,899,491,779 |
| LIABILITIES                    | 10,669,228        | 1,825,093,845    | 1,835,763,071 |
| CAPITAL AND SURPLUS            | 1,009,485         | 62,719,223       | 63,728,708    |
| TOTAL INCOME                   | 4,019,115         | 305,338,321      | 309,357,436   |
| TOTAL EXPENSES                 | 3,814,910         | 283,968,065      | 287,776,975   |
| DIVIDENDS TO POLICYHOLDERS     | 15,719            | 11,256,024       | 11,271,744    |
| FEDERAL INCOME TAXES INCURRED  | 25,047            | 1,879,339        | 1,904,387     |
| NET GAIN                       | 171,437           | 6,242,893        | 6,414,330     |
| CAPITAL AND SURPLUS BEGIN YEAR | 931,500           | 56,517,468       | 57,449,048    |

NOTE: 0(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING NUMBERS

PART 7

LIFE AND HEALTH  
PREMIUM PROFILE

A) DOMESTIC

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 85685 COMPANY: ACACIA NATIONAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 174,815 | 174,815  | 0      | 0     | 0          |
| ISSUED                       | 576     | 576      | 0      | 0     | 0          |
| TERMINATED                   | 17,285  | 17,285   | 0      | 0     | 0          |
| IN FORCE                     | 158,106 | 158,106  | 0      | 0     | 0          |
| PREMIUMS PAID                | 967     | 967      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 998     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 70807 COMPANY: AMERICAN AGENCY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 84409 COMPANY: EASTERN INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4,609 | 0     | 4,609      |
| PREMIUMS EARNED | 4,636 | 0     | 4,636      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,805 | 0     | 1,805      |
| LOSSES INCURRED | 1,836 | 0     | 1,836      |

NAIC NO: 81140 COMPANY: EQUITABLE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 91,981 | 88,779   | 0      | 76    | 3,124      |
| ISSUED                       | 3,921  | 3,921    | 0      | 0     | 0          |
| TERMINATED                   | 11,016 | 9,896    | 0      | -13   | 1,132      |
| IN FORCE                     | 84,885 | 82,803   | 0      | 89    | 1,992      |
| PREMIUMS PAID                | 737    | 724      | 0      | 0     | 12         |
| DIRECT ANNUITY/PREMIUMS PAID | 15     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 18    | 0     | 18         |
| PREMIUMS EARNED | 20    | 0     | 20         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 37    | 0     | 37         |
| LOSSES INCURRED | 37    | 0     | 37         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 74080 COMPANY: FFRL RE CORP.

| DIRECT VIRGINIA LIFE INSURANCE |       |          |        |       |            |
|--------------------------------|-------|----------|--------|-------|------------|
|                                | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE         | 0     | 0        | 0      | 0     | 0          |
| ISSUED                         | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                     | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                       | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                  | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID   | 0     |          |        |       |            |

| DIRECT ACCIDENT AND SICKNESS INSURANCE |       |       |            |
|----------------------------------------|-------|-------|------------|
|                                        | TOTAL | GROUP | INDIVIDUAL |
| PREMIUMS PAID                          | 0     | 0     | 0          |
| PREMIUMS EARNED                        | 0     | 0     | 0          |
| DIVIDENDS                              | 0     | 0     | 0          |
| LOSSES PAID                            | 0     | 0     | 0          |
| LOSSES INCURRED                        | 0     | 0     | 0          |

NAIC NO: 63266 COMPANY: FIDELITY BANKERS LIFE INSURANCE COMPANY

| DIRECT VIRGINIA LIFE INSURANCE |         |          |        |        |            |
|--------------------------------|---------|----------|--------|--------|------------|
|                                | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE         | 489,326 | 473,328  | 591    | 15,414 | 0          |
| ISSUED                         | 41,831  | 40,667   | 0      | 1,164  | 0          |
| TERMINATED                     | 43,724  | 40,148   | 591    | 2,984  | 0          |
| IN FORCE                       | 487,434 | 473,839  | 0      | 13,595 | 0          |
| PREMIUMS PAID                  | 7,839   | 7,608    | 0      | 231    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID   | 20,469  |          |        |        |            |

| DIRECT ACCIDENT AND SICKNESS INSURANCE |       |       |            |
|----------------------------------------|-------|-------|------------|
|                                        | TOTAL | GROUP | INDIVIDUAL |
| PREMIUMS PAID                          | 131   | 130   | 1          |
| PREMIUMS EARNED                        | 131   | 130   | 1          |
| DIVIDENDS                              | 0     | 0     | 0          |
| LOSSES PAID                            | 3     | 2     | 0          |
| LOSSES INCURRED                        | 3     | 2     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63401 COMPANY: FIRST COLONY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 4,930,049 | 1,639,851 | 29,890 | 3,260,307 | 0          |
| ISSUED                       | 1,071,010 | 464,264   | 57,562 | 549,183   | 0          |
| TERMINATED                   | 353,440   | 279,969   | 50,342 | 23,128    | 0          |
| IN FORCE                     | 5,647,620 | 1,024,147 | 37,110 | 3,786,362 | 0          |
| PREMIUMS PAID                | 15,757    | 13,757    | 254    | 1,745     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 99,892    |           |        |           |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 601   | 389   | 211        |
| PREMIUMS EARNED | 524   | 390   | 134        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 335   | 244   | 91         |
| LOSSES INCURRED | 340   | 226   | 113        |

NAIC NO: 63568 COMPANY: FIRST VIRGINIA LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|---------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 221,746 | 0        | 221,746 | 0     | 0          |
| ISSUED                       | 178,292 | 0        | 178,292 | 0     | 0          |
| TERMINATED                   | 164,920 | 0        | 164,920 | 0     | 0          |
| IN FORCE                     | 235,118 | 0        | 235,118 | 0     | 0          |
| PREMIUMS PAID                | 3,264   | 0        | 3,264   | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,588 | 0     | 1,588      |
| PREMIUMS EARNED | 1,413 | 0     | 1,413      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 591   | 0     | 591        |
| LOSSES INCURRED | 591   | 0     | 591        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64424 COMPANY: HOME BENEFICIAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 3,875,756 | 1,361,700 | 0      | 2,300,943 | 213,025    |
| ISSUED                       | 303,471   | 298,721   | 0      | 4,750     | 0          |
| TERMINATED                   | 253,837   | 233,610   | 0      | 6,941     | 13,286     |
| IN FORCE                     | 3,925,390 | 1,426,899 | 0      | 2,298,752 | 199,739    |
| PREMIUMS PAID                | 37,076    | 30,408    | 0      | 172       | 6,496      |
| DIRECT ANNUITY/PREMIUMS PAID | 1,283     |           |        |           |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,456 | 327   | 1,129      |
| PREMIUMS EARNED | 1,434 | 327   | 1,107      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,164 | 1,781 | 383        |
| LOSSES INCURRED | 2,153 | 1,768 | 384        |

NAIC NO: 97144 COMPANY: JAMESTOWN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65536 COMPANY: LIFE INSURANCE COMPANY OF VIRGINIA THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL      | ORDINARY  | CREDIT | GROUP      | INDUSTRIAL |
|------------------------------|------------|-----------|--------|------------|------------|
| PREVIOUS YEAR IN FORCE       | 15,212,115 | 2,283,864 | 2,033  | 12,906,885 | 19,332     |
| ISSUED                       | 740,246    | 674,565   | 0      | 65,680     | 0          |
| TERMINATED                   | -868,375   | 246,951   | -326   | -1,075,810 | -39,189    |
| IN FORCE                     | 16,820,736 | 2,711,478 | 2,359  | 14,048,376 | 58,521     |
| PREMIUMS PAID                | 70,832     | 25,165    | 1      | 45,473     | 193        |
| DIRECT ANNUITY/PREMIUMS PAID | 43,460     |           |        |            |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 6,900 | 5,457 | 1,442      |
| PREMIUMS EARNED | 1,811 | 294   | 1,516      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 9,588 | 8,582 | 1,005      |
| LOSSES INCURRED | 7,167 | 5,974 | 1,192      |

NAIC NO: 94560 COMPANY: OLD DOMINION LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64220 COMPANY: SETTLERS LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 860,429 | 0        | 0      | 860,429 | 0          |
| ISSUED                       | 133,765 | 0        | 0      | 133,765 | 0          |
| TERMINATED                   | 156,127 | 0        | 0      | 156,127 | 0          |
| IN FORCE                     | 838,067 | 0        | 0      | 838,067 | 0          |
| PREMIUMS PAID                | 14,418  | 0        | 0      | 14,418  | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 68845 COMPANY: SHENANDOAH LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 1,913,368 | 892,225  | 0      | 1,021,143 | 0          |
| ISSUED                       | 237,799   | 170,662  | 0      | 67,137    | 0          |
| TERMINATED                   | 81,064    | 105,127  | 0      | -24,063   | 0          |
| IN FORCE                     | 2,070,104 | 957,759  | 0      | 1,112,344 | 0          |
| PREMIUMS PAID                | 16,009    | 12,272   | 0      | 3,737     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 5,064     |          |        |           |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4,101 | 3,477 | 624        |
| PREMIUMS EARNED | 4,359 | 3,746 | 612        |
| DIVIDENDS       | 7     | 7     | 0          |
| LOSSES PAID     | 2,179 | 1,927 | 251        |
| LOSSES INCURRED | 3,248 | 2,845 | 402        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: DOMESTIC LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70084 COMPANY: UNITED SERVICES LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 530,391 | 504,346  | 0      | 26,045 | 0          |
| ISSUED                       | 102,687 | 102,687  | 0      | 0      | 0          |
| TERMINATED                   | 51,624  | 46,884   | 0      | 4,740  | 0          |
| IN FORCE                     | 581,454 | 560,149  | 0      | 21,304 | 0          |
| PREMIUMS PAID                | 5,276   | 5,276    | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 67      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3     | 3     | 0          |
| PREMIUMS EARNED | 3     | 3     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 78107 COMPANY: VIRGINIA MUTUAL BENEFIT LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       |       |          |        |       |            |
| ISSUED                       |       |          |        |       |            |
| TERMINATED                   |       |          |        |       |            |
| IN FORCE                     |       |          |        |       |            |
| PREMIUMS PAID                |       |          |        |       |            |
| DIRECT ANNUITY/PREMIUMS PAID |       |          |        |       |            |

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at Printing

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   |       |       |            |
| PREMIUMS EARNED |       |       |            |
| DIVIDENDS       |       |       |            |
| LOSSES PAID     |       |       |            |
| LOSSES INCURRED |       |       |            |

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at Printing

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: TOTAL DOMESTIC LIFE AND ACCIDENT AND SICKNESS

|                              | TOTAL      | DIRECT VIRGINIA LIFE INSURANCE<br>ORDINARY | CREDIT     | GROUP      | INDUSTRIAL |
|------------------------------|------------|--------------------------------------------|------------|------------|------------|
| PREVIOUS YEAR IN FORCE       | 28,299,979 | 7,418,990                                  | 254,260    | 20,391,245 | 235,482    |
| ISSUED                       | 2,813,601  | 1,756,065                                  | 235,854    | 821,681    | 0          |
| TERMINATED                   | 264,664    | 979,873                                    | 215,526    | -905,964   | -24,770    |
| IN FORCE                     | 30,848,917 | 8,195,183                                  | 274,588    | 22,110,891 | 260,253    |
| PREMIUMS PAID                | 172,181    | 26,181                                     | 3,519      | 65,770     | 6,701      |
| DIRECT ANNUITY/PREMIUMS PAID | 171,251    | 0                                          | 0          |            |            |
|                              |            | DIRECT ACCIDENT AND SICKNESS INSURANCE     |            |            |            |
|                              | TOTAL      | GROUP                                      | INDIVIDUAL |            |            |
| PREMIUMS PAID                | 19,412     | 9,784                                      | 9,625      |            |            |
| PREMIUMS EARNED              | 14,336     | 4,894                                      | 9,442      |            |            |
| DIVIDENDS                    | 7          | 7                                          | 0          |            |            |
| LOSSES PAID                  | 16,704     | 12,530                                     | 4,166      |            |            |
| LOSSES INCURRED              | 15,377     | 10,817                                     | 4,559      |            |            |

NOTE: \$1000 OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

**PART 7**  
**LIFE AND HEALTH**  
**PREMIUM PROFILE**

**B) FOREIGN**

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71854 COMPANY: AAA LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 779   | 779      | 0      | 0     | 0          |
| ISSUED                       | 52    | 52       | 0      | 0     | 0          |
| TERMINATED                   | 110   | 110      | 0      | 0     | 0          |
| IN FORCE                     | 721   | 721      | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 995   | 995   | 0          |
| PREMIUMS EARNED | 818   | 818   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 592   | 592   | 0          |
| LOSSES INCURRED | 694   | 694   | 0          |

NAIC NO: 60038 COMPANY: ACACIA MUTUAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 391,579 | 347,859  | 0      | 43,719 | 0          |
| ISSUED                       | 46,802  | 49,904   | 0      | -3,102 | 0          |
| TERMINATED                   | 46,424  | 46,367   | 0      | 56     | 0          |
| IN FORCE                     | 391,957 | 351,397  | 0      | 40,559 | 0          |
| PREMIUMS PAID                | 6,771   | 6,756    | 0      | 14     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 15    | 0     | 15         |
| PREMIUMS EARNED | 18    | 0     | 18         |
| DIVIDENDS       | 1     | 0     | 1          |
| LOSSES PAID     | 8     | 0     | 8          |
| LOSSES INCURRED | 28    | 0     | 28         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60046 COMPANY: ACADEMY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 562,210 | 542,798  | 0      | 19,412 | 0          |
| ISSUED                       | 196,755 | 196,755  | 0      | 0      | 0          |
| TERMINATED                   | 125,207 | 124,196  | 0      | 1,011  | 0          |
| IN FORCE                     | 633,758 | 615,357  | 0      | 18,401 | 0          |
| PREMIUMS PAID                | 6,219   | 5,885    | 0      | 333    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 4       |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,052 | 918   | 134        |
| PREMIUMS EARNED | 1,063 | 924   | 139        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 780   | 633   | 147        |
| LOSSES INCURRED | 767   | 621   | 146        |

NAIC NO: 71099 COMPANY: ACCELERATION LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|---------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 219,627 | 0        | 219,627 | 0     | 0          |
| ISSUED                       | 151,685 | 0        | 151,685 | 0     | 0          |
| TERMINATED                   | 125,551 | 0        | 125,551 | 0     | 0          |
| IN FORCE                     | 246,761 | 0        | 246,761 | 0     | 0          |
| PREMIUMS PAID                | 3,460   | 0        | 3,460   | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4,384 | 0     | 4,384      |
| PREMIUMS EARNED | 3,295 | 0     | 3,295      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,352 | 0     | 1,352      |
| LOSSES INCURRED | 1,774 | 0     | 1,774      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 93742 COMPANY: ADJUSTABLE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 86509 COMPANY: AETNA LIFE INSURANCE AND ANNUITY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 606,717 | 606,717  | 0      | 0     | 0          |
| ISSUED                       | 136,267 | 136,267  | 0      | 0     | 0          |
| TERMINATED                   | 75,792  | 75,792   | 0      | 0     | 0          |
| IN FORCE                     | 667,212 | 667,212  | 0      | 0     | 0          |
| PREMIUMS PAID                | 6,383   | 6,383    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,944   |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,996 | 0     | 1,996      |
| PREMIUMS EARNED | 1,924 | 0     | 1,924      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 970   | 0     | 970        |
| LOSSES INCURRED | 1,181 | 0     | 1,181      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60054 COMPANY: AETNA LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 6,530,634 | 255,795  | 29,548 | 6,245,290 | 0          |
| ISSUED                       | 1,070,694 | 71,558   | 7,517  | 991,618   | 0          |
| TERMINATED                   | 153,256   | 38,905   | 0      | 115,251   | 0          |
| IN FORCE                     | 7,448,072 | 289,349  | 37,065 | 7,121,657 | 0          |
| PREMIUMS PAID                | 19,316    | 2,758    | 362    | 16,195    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | -775      |          |        |           |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 65,088 | 63,519 | 1,569      |
| PREMIUMS EARNED | 63,358 | 61,668 | 1,691      |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 50,001 | 48,775 | 1,225      |
| LOSSES INCURRED | 49,798 | 48,610 | 1,188      |

NAIC NO: 78700 COMPANY: AETNA LIFE INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 47,740 | 0        | 0      | 47,740 | 0          |
| ISSUED                       | 0      | 0        | 0      | 0      | 0          |
| TERMINATED                   | 483    | 0        | 0      | 483    | 0          |
| IN FORCE                     | 47,257 | 0        | 0      | 47,257 | 0          |
| PREMIUMS PAID                | 0      | 0        | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 10    | 10    | 0          |
| PREMIUMS EARNED | 11    | 11    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 7     | 7     | 0          |
| LOSSES INCURRED | 7     | 7     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 97101 COMPANY: AETHA LIFE INSURANCE COMPANY OF AMERICA

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 66842 COMPANY: AIG LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 197,297 | 143,132  | 5      | 54,160 | 0          |
| ISSUED                       | 9,187   | 1,967    | 0      | 7,219  | 0          |
| TERMINATED                   | 10,156  | 2,532    | 0      | 7,623  | 0          |
| IN FORCE                     | 196,329 | 142,566  | 5      | 53,756 | 0          |
| PREMIUMS PAID                | 536     | 480      | 24     | 31     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 87      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 816   | 815   | 1          |
| PREMIUMS EARNED | 812   | 811   | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 436   | 427   | 9          |
| LOSSES INCURRED | 433   | 425   | 8          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 88358 COMPANY: ALEXANDER HAMILTON LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 249,767 | 182,255  | 67,454 | 58    | 0          |
| ISSUED                       | 111,282 | 75,984   | 35,378 | 0     | 0          |
| TERMINATED                   | 68,605  | 36,582   | 24,023 | 0     | 0          |
| IN FORCE                     | 300,444 | 221,577  | 78,809 | 58    | 0          |
| PREMIUMS PAID                | 4,569   | 3,753    | 614    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 22,225  |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 803   | 0     | 803        |
| PREMIUMS EARNED | 917   | 0     | 917        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 242   | 0     | 242        |
| LOSSES INCURRED | 339   | 0     | 339        |

NAIC NO: 68292 COMPANY: ALL AMERICAN ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 16,478 | 16,478   | 0      | 0     | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 1,750  | 1,750    | 0      | 0     | 0          |
| IN FORCE                     | 14,728 | 14,728   | 0      | 0     | 0          |
| PREMIUMS PAID                | 198    | 198      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60097 COMPANY: ALL AMERICAN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 567,163 | 348,686  | 0      | 218,477 | 0          |
| ISSUED                       | 77,408  | 37,090   | 0      | 40,318  | 0          |
| TERMINATED                   | 31,858  | 19,306   | 0      | 12,552  | 0          |
| IN FORCE                     | 612,713 | 366,470  | 0      | 246,243 | 0          |
| PREMIUMS PAID                | 4,035   | 2,759    | 0      | 1,276   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 8       |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 693   | 675   | 18         |
| PREMIUMS EARNED | 693   | 673   | 20         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 282   | 272   | 10         |
| LOSSES INCURRED | 473   | 467   | 5          |

NAIC NO: 60186 COMPANY: ALLSTATE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 1,765,376 | 1,273,485 | 5,070  | 486,820 | 0          |
| ISSUED                       | 534,417   | 472,235   | 3,628  | 58,554  | 0          |
| TERMINATED                   | 344,029   | 212,416   | 2,522  | 129,091 | 0          |
| IN FORCE                     | 1,955,764 | 1,533,304 | 6,176  | 416,283 | 0          |
| PREMIUMS PAID                | 13,297    | 11,294    | 41     | 1,961   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3,415     |           |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP | INDIVIDUAL |
|-----------------|--------|-------|------------|
| PREMIUMS PAID   | 10,347 | 9,965 | 382        |
| PREMIUMS EARNED | 10,373 | 9,966 | 406        |
| DIVIDENDS       | 0      | 0     | 0          |
| LOSSES PAID     | 9,608  | 9,389 | 218        |
| LOSSES INCURRED | 9,232  | 8,998 | 234        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60194 COMPANY: AMALGAMATED LABOR LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,649 | 24       | 0      | 3,624 | 0          |
| ISSUED                       | 727   | 0        | 0      | 727   | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 4,377 | 24       | 0      | 4,352 | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 60275 COMPANY: AMERICAN BANKERS LIFE ASSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 675,513 | 63,489   | 70,539 | 533,485 | 0          |
| ISSUED                       | 128,902 | 26,945   | 56,895 | 45,061  | 0          |
| TERMINATED                   | 90,364  | 21,776   | 43,766 | 24,821  | 0          |
| IN FORCE                     | 714,051 | 68,658   | 91,668 | 553,724 | 0          |
| PREMIUMS PAID                | 4,774   | 1,105    | 1,295  | 2,373   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 110     |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,294 | 2,100 | 1,194      |
| PREMIUMS EARNED | 2,792 | 1,971 | 820        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,606 | 1,295 | 311        |
| LOSSES INCURRED | 1,521 | 1,220 | 301        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60283 COMPANY: AMERICAN CAPITAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 7,061 | 7,061    | 0      | 0     | 0          |
| ISSUED                       | 204   | 204      | 0      | 0     | 0          |
| TERMINATED                   | 1,186 | 1,186    | 0      | 0     | 0          |
| IN FORCE                     | 6,079 | 6,079    | 0      | 0     | 0          |
| PREMIUMS PAID                | 107   | 107      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 15    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 85853 COMPANY: AMERICAN CENTURION LIFE AND ACCIDENT

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 0      | 0        | 0      | 0      | 0          |
| ISSUED                       | 0      | 0        | 0      | 0      | 0          |
| TERMINATED                   | -7,014 | 0        | 0      | -7,014 | 0          |
| IN FORCE                     | 7,014  | 0        | 0      | 7,014  | 0          |
| PREMIUMS PAID                | 63     | 0        | 0      | 63     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3     | 3     | 0          |
| PREMIUMS EARNED | 3     | 3     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 75914 COMPANY: AMERICAN CHAMBERS LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 11,693 | 15       | 0      | 11,588 | 0          |
| ISSUED                       | 11,475 | 0        | 0      | 11,475 | 0          |
| TERMINATED                   | 4,924  | 0        | 0      | 4,924  | 0          |
| IN FORCE                     | 16,154 | 15       | 0      | 16,139 | 0          |
| PREMIUMS PAID                | 106    | 2        | 0      | 103    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,660 | 2,660 | 0          |
| PREMIUMS EARNED | 2,688 | 2,688 | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,650 | 1,650 | 0          |
| LOSSES INCURRED | 1,709 | 1,709 | 0          |

NAIC NO: 61506 COMPANY: AMERICAN COMBINED LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 196   | 0     | 196        |
| PREMIUMS EARNED | 211   | 0     | 211        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 118   | 0     | 118        |
| LOSSES INCURRED | 154   | 0     | 154        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 74268 COMPANY: AMERICAN CONTINENTAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 60321 COMPANY: AMERICAN DEFENDER LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 52,132 | 30,962   | 21,170 | 0     | 0          |
| ISSUED                       | 9,791  | 0        | 9,791  | 0     | 0          |
| TERMINATED                   | 12,966 | 949      | 12,017 | 0     | 0          |
| IN FORCE                     | 48,957 | 30,013   | 18,944 | 0     | 0          |
| PREMIUMS PAID                | 673    | 481      | 192    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 90    | 0     | 90         |
| PREMIUMS EARNED | 40    | 0     | 40         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 22    | 0     | 22         |
| LOSSES INCURRED | 31    | 0     | 31         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 94234 COMPANY: AMERICAN ENTERPRISE LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 63991 COMPANY: AMERICAN EQUITY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 94    | 94       | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | -76   | -76      | 0      | 0     | 0          |
| IN FORCE                     | 172   | 172      | 0      | 0     | 0          |
| PREMIUMS PAID                | 1     | 1        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60380 COMPANY: AMERICAN FAMILY LIFE ASSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 40,919  | 8,574    | 0      | 32,344  | 0          |
| ISSUED                       | 1,112   | 1,112    | 0      | 0       | 0          |
| TERMINATED                   | -15,420 | 930      | 0      | -16,359 | 0          |
| IN FORCE                     | 57,452  | 8,748    | 0      | 48,704  | 0          |
| PREMIUMS PAID                | 279     | 104      | 0      | 174     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP | INDIVIDUAL |
|-----------------|--------|-------|------------|
| PREMIUMS PAID   | 24,763 | 46    | 24,716     |
| PREMIUMS EARNED | 24,208 | 45    | 24,242     |
| DIVIDENDS       | 0      | 0     | 0          |
| LOSSES PAID     | 11,081 | 25    | 11,055     |
| LOSSES INCURRED | 12,664 | 29    | 12,635     |

NAIC NO: 60410 COMPANY: AMERICAN FIDELITY ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 22,649 | 9,469    | 0      | 13,180 | 0          |
| ISSUED                       | 940    | 757      | 0      | 182    | 0          |
| TERMINATED                   | 1,528  | 1,528    | 0      | 0      | 0          |
| IN FORCE                     | 22,061 | 8,699    | 0      | 13,362 | 0          |
| PREMIUMS PAID                | 111    | 83       | 0      | 28     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,864 | 2,852 | 11         |
| PREMIUMS EARNED | 2,682 | 2,670 | 12         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,021 | 1,012 | 9          |
| LOSSES INCURRED | 1,509 | 1,498 | 7          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60429 COMPANY: AMERICAN FIDELITY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 46,030 | 46,030   | 0      | 0     | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 7,377  | 7,377    | 0      | 0     | 0          |
| IN FORCE                     | 38,653 | 38,653   | 0      | 0     | 0          |
| PREMIUMS PAID                | 623    | 623      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 72     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 60445 COMPANY: AMERICAN FOUNDERS LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,207 | 2,207    | 0      | 0     | 0          |
| ISSUED                       | 70    | 70       | 0      | 0     | 0          |
| TERMINATED                   | -670  | -670     | 0      | 0     | 0          |
| IN FORCE                     | 2,948 | 2,948    | 0      | 0     | 0          |
| PREMIUMS PAID                | 20    | 20       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 225   |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 94226 COMPANY: AMERICAN FRANKLIN LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 99341 COMPANY: AMERICAN FUNERAL ASSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 16    | 16       | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 16    | 16       | 0      | 0     | 0          |
| PREMIUMS PAID                | 15    | 15       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 87815 COMPANY: AMERICAN GENERAL GROUP INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 0      | 0        | 0      | 0      | 0          |
| ISSUED                       | 16,103 | 0        | 0      | 16,103 | 0          |
| TERMINATED                   | -79    | 0        | 0      | -79    | 0          |
| IN FORCE                     | 16,182 | 0        | 0      | 16,182 | 0          |
| PREMIUMS PAID                | 18     | 0        | 0      | 18     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 353   | 353   | 0          |
| PREMIUMS EARNED | 381   | 381   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 277   | 277   | 0          |
| LOSSES INCURRED | 310   | 310   | 0          |

NAIC NO: 85286 COMPANY: AMERICAN GENERAL GROUP INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 43,848 | 0        | 0      | 43,848 | 0          |
| ISSUED                       | 5,815  | 0        | 0      | 5,815  | 0          |
| TERMINATED                   | 11,144 | 0        | 0      | 11,144 | 0          |
| IN FORCE                     | 38,519 | 0        | 0      | 38,519 | 0          |
| PREMIUMS PAID                | 587    | 0        | 0      | 587    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,439 | 2,437 | 1          |
| PREMIUMS EARNED | 2,554 | 2,553 | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,927 | 1,924 | 3          |
| LOSSES INCURRED | 2,076 | 2,074 | 2          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66672 COMPANY: AMERICAN GENERAL LIFE AND ACCIDENT

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 273,083 | 233,348  | 0      | 36,615 | 3,119      |
| ISSUED                       | 74,382  | 74,382   | 0      | 0      | 0          |
| TERMINATED                   | 20,544  | 20,003   | 0      | 360    | 100        |
| IN FORCE                     | 326,921 | 287,647  | 0      | 36,255 | 3,018      |
| PREMIUMS PAID                | 3,067   | 3,029    | 0      | 0      | 56         |
| DIRECT ANNUITY/PREMIUMS PAID | 603     |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 737   | 1     | 736        |
| PREMIUMS EARNED | 740   | 1     | 738        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 388   | 9     | 378        |
| LOSSES INCURRED | 411   | 4     | 406        |

NAIC NO: 67571 COMPANY: AMERICAN GENERAL LIFE INS. CO.

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 37,771 | 28,326   | 0      | 9,444 | 0          |
| ISSUED                       | 1,033  | 1,033    | 0      | 0     | 0          |
| TERMINATED                   | 5,501  | 5,126    | 0      | 455   | 0          |
| IN FORCE                     | 31,223 | 24,234   | 0      | 8,989 | 0          |
| PREMIUMS PAID                | 177    | 177      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 11     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2     | 0     | 2          |
| PREMIUMS EARNED | 2     | 0     | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$10000 OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60453 COMPANY: AMERICAN GENERAL LIFE INS. CO. OF DE.

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 148,872 | 134,344  | 0      | 14,464 | 63         |
| ISSUED                       | 12,080  | 12,080   | 0      | 0      | 0          |
| TERMINATED                   | 22,230  | 22,917   | 0      | -750   | 63         |
| IN FORCE                     | 138,722 | 123,507  | 0      | 15,215 | 0          |
| PREMIUMS PAID                | 1,240   | 1,240    | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 269     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 15    | 0     | 15         |
| PREMIUMS EARNED | 20    | 0     | 20         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 5     | 0     | 5          |
| LOSSES INCURRED | 1     | 0     | 1          |

NAIC NO: 60518 COMPANY: AMERICAN HEALTH AND LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 20,667 | 0        | 20,667 | 0     | 0          |
| ISSUED                       | 22,518 | 0        | 22,518 | 0     | 0          |
| TERMINATED                   | 16,948 | 0        | 16,948 | 0     | 0          |
| IN FORCE                     | 26,237 | 0        | 26,237 | 0     | 0          |
| PREMIUMS PAID                | 641    | 0        | 641    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 276   | 0     | 276        |
| PREMIUMS EARNED | 220   | 0     | 220        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 80    | 1     | 79         |
| LOSSES INCURRED | 21    | 1     | 20         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1980

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60534 COMPANY: AMERICAN HERITAGE LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 296,045 | 172,169  | 3,052  | 120,823 | 0          |
| ISSUED                       | 56,265  | 56,265   | 0      | 0       | 0          |
| TERMINATED                   | 25,440  | 24,349   | 311    | 788     | 0          |
| IN FORCE                     | 326,862 | 204,085  | 2,741  | 120,035 | 0          |
| PREMIUMS PAID                | 2,011   | 1,622    | 57     | 332     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 44      |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 988   | 457   | 531        |
| PREMIUMS EARNED | 989   | 464   | 524        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 476   | 388   | 87         |
| LOSSES INCURRED | 448   | 411   | 36         |

NAIC NO: 60577 COMPANY: AMERICAN INCOME LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0      | 0        | 0      | 0     | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0      | 0        | 0      | 0     | 0          |
| IN FORCE                     | 78,478 | 74,710   | 0      | 3,768 | 0          |
| PREMIUMS PAID                | 1,179  | 1,159    | 0      | 20    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 7      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 569   | 77    | 491        |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60607 COMPANY: AMERICAN INTERNATIONAL LIFE ASSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 6,209 | 6,142    | 0      | 67    | 0          |
| ISSUED                       | 1,158 | 1,150    | 0      | 8     | 0          |
| TERMINATED                   | 2,120 | 2,113    | 0      | 6     | 0          |
| IN FORCE                     | 5,247 | 5,178    | 0      | 69    | 0          |
| PREMIUMS PAID                | 21    | 15       | 0      | 5     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 15    | 15    | 0          |
| PREMIUMS EARNED | 16    | 16    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 598   | 598   | 0          |
| LOSSES INCURRED | 503   | 503   | 0          |

NAIC NO: 60631 COMPANY: AMERICAN INVESTORS LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 12,400 | 12,400   | 0      | 0     | 0          |
| ISSUED                       | 978    | 978      | 0      | 0     | 0          |
| TERMINATED                   | 944    | 944      | 0      | 0     | 0          |
| IN FORCE                     | 12,435 | 12,435   | 0      | 0     | 0          |
| PREMIUMS PAID                | 537    | 537      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 451    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60682 COMPANY: AMERICAN LIFE AND CASUALTY INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 33,548 | 33,548   | 0      | 0     | 0          |
| ISSUED                       | 3,646  | 3,646    | 0      | 0     | 0          |
| TERMINATED                   | 4,855  | 4,855    | 0      | 0     | 0          |
| IN FORCE                     | 32,340 | 32,340   | 0      | 0     | 0          |
| PREMIUMS PAID                | 786    | 786      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,645  |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 60704 COMPANY: AMERICAN LIFE INSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 9,557 | 2,725    | 0      | 6,832 | 0          |
| ISSUED                       | 538   | 538      | 0      | 0     | 0          |
| TERMINATED                   | 487   | 130      | 0      | 356   | 0          |
| IN FORCE                     | 9,609 | 3,133    | 0      | 6,475 | 0          |
| PREMIUMS PAID                | 107   | 106      | 0      | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 62    | 62    | 0          |
| PREMIUMS EARNED | 34    | 34    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 14    | 14    | 0          |
| LOSSES INCURRED | 14    | 14    | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 90948 COMPANY: AMERICAN MERCHANTS LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,160 | 3,016    | 0      | 164   | 0          |
| ISSUED                       | 2,681 | 2,517    | 0      | 164   | 0          |
| TERMINATED                   | 21    | 15       | 0      | 6     | 0          |
| IN FORCE                     | 5,840 | 5,518    | 0      | 322   | 0          |
| PREMIUMS PAID                | 31    | 29       | 0      | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 8     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 60739 COMPANY: AMERICAN NATIONAL INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 301,651 | 301,314  | 215    | 2      | 119        |
| ISSUED                       | 44,223  | 43,643   | 0      | 580    | 0          |
| TERMINATED                   | 51,410  | 54,234   | 195    | -3,025 | 6          |
| IN FORCE                     | 294,463 | 290,723  | 20     | 3,687  | 113        |
| PREMIUMS PAID                | 3,044   | 3,039    | 0      | 2      | 2          |
| DIRECT ANNUITY/PREMIUMS PAID | 139     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 171   | 49    | 121        |
| PREMIUMS EARNED | 179   | 53    | 125        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 187   | 85    | 102        |
| LOSSES INCURRED | 209   | 110   | 99         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71773 COMPANY: AMERICAN NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,636 | 1,636    | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 131   | 131      | 0      | 0     | 0          |
| IN FORCE                     | 1,505 | 1,505    | 0      | 0     | 0          |
| PREMIUMS PAID                | 58    | 58       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 84832 COMPANY: AMERICAN OLD LINE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 53,416 | 53,416   | 0      | 0     | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 53,416 | 53,416   | 0      | 0     | 0          |
| IN FORCE                     | 0      | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0      | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80853 COMPANY: AMERICAN PATROIT HEALTH INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 24    | 2     | 21         |
| PREMIUMS EARNED | 24    | 2     | 21         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 9     | 0     | 8          |
| LOSSES INCURRED | 6     | 1     | 5          |

NAIC NO: 60763 COMPANY: AMERICAN PIONEER LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 29,066 | 21,625   | 0      | 7,441 | 0          |
| ISSUED                       | 11,347 | 10,118   | 0      | 1,229 | 0          |
| TERMINATED                   | 5,405  | 5,379    | 0      | 26    | 0          |
| IN FORCE                     | 35,009 | 26,365   | 0      | 8,644 | 0          |
| PREMIUMS PAID                | 358    | 356      | 0      | 2     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 33     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 329   | 254   | 74         |
| PREMIUMS EARNED | 291   | 221   | 70         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 116   | 67    | 49         |
| LOSSES INCURRED | 204   | 158   | 46         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80624 COMPANY: AMERICAN PROGRESSIVE LIFE AND HEALTH

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 5     | 5        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 5     | 5        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 26    | 0     | 26         |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 7     | 0     | 7          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 60801 COMPANY: AMERICAN PUBLIC LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 315   | 315      | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 21    | 21       | 0      | 0     | 0          |
| IN FORCE                     | 294   | 294      | 0      | 0     | 0          |
| PREMIUMS PAID                | 4     | 4        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2     | 0     | 2          |
| PREMIUMS EARNED | 2     | 0     | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60836 COMPANY: AMERICAN REPUBLIC INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 14,817 | 14,817   | 0      | 0     | 0          |
| ISSUED                       | 109    | 109      | 0      | 0     | 0          |
| TERMINATED                   | 1,444  | 1,444    | 0      | 0     | 0          |
| IN FORCE                     | 13,482 | 13,482   | 0      | 0     | 0          |
| PREMIUMS PAID                | 83     | 83       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 69     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,762 | 40    | 2,722      |
| PREMIUMS EARNED | 2,673 | 31    | 2,641      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,654 | 0     | 1,653      |
| LOSSES INCURRED | 1,912 | 3     | 1,909      |

NAIC NO: 74667 COMPANY: AMERICAN SECURITY LIFE ASSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,576 |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60569 COMPANY: AMERICAN SECURITY LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 746   | 746      | 0      | 0     | 0          |
| ISSUED                       | 179   | 179      | 0      | 0     | 0          |
| TERMINATED                   | -121  | -121     | 0      | 0     | 0          |
| IN FORCE                     | 1,048 | 1,048    | 0      | 0     | 0          |
| PREMIUMS PAID                | 16    | 16       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 1     | 0     | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 81973 COMPANY: AMERICAN SERVICE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 1     | 0        | 0      | 1     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 1     | 0        | 0      | 1     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 393   | 393   | 0          |
| PREMIUMS EARNED | 394   | 394   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 81    | 81    | 0          |
| LOSSES INCURRED | 95    | 95    | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 86630 COMPANY: AMERICAN SKANDIA LIFE ASSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 60879 COMPANY: AMERICAN STATES LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 45,181 | 6,311    | 0      | 38,870 | 0          |
| ISSUED                       | 1,657  | 1,657    | 0      | 0      | 0          |
| TERMINATED                   | -1,895 | 172      | 0      | -2,067 | 0          |
| IN FORCE                     | 48,734 | 7,796    | 0      | 40,938 | 0          |
| PREMIUMS PAID                | 34     | 34       | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 4      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 78972 COMPANY: AMERICAN TRANSCONTINENTAL LIFE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 76325 COMPANY: AMERICAN TRAVELLERS LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 10    | 10       | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 10    | 10       | 0      | 0     | 0          |
| PREMIUMS PAID                | 2     | 2        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 7     | 0     | 7          |
| PREMIUMS EARNED | 9     | 0     | 9          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 5     | 0     | 5          |
| LOSSES INCURRED | 8     | 0     | 8          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60895 COMPANY: AMERICAN UNITED LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 171,094 | 66,953   | 4,353  | 99,787  | 0          |
| ISSUED                       | 50,741  | 22,268   | 5,883  | 22,589  | 0          |
| TERMINATED                   | 12,107  | 18,430   | 2,478  | -8,602  | 0          |
| IN FORCE                     | 209,727 | 70,791   | 7,757  | 131,178 | 0          |
| PREMIUMS PAID                | 1,310   | 692      | 584    | 114     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 325     |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 779   | 680   | 99         |
| PREMIUMS EARNED | 777   | 678   | 98         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 599   | 582   | 17         |
| LOSSES INCURRED | 704   | 685   | 18         |

NAIC NO: 69612 COMPANY: AMERICAN WAY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68594 COMPANY: AMERICAN-AMICABLE LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 250,433 | 65,326   | 0      | 185,106 | 0          |
| ISSUED                       | 92,781  | 38,183   | 0      | 54,598  | 0          |
| TERMINATED                   | 44,218  | 11,572   | 0      | 32,646  | 0          |
| IN FORCE                     | 298,996 | 91,938   | 0      | 207,058 | 0          |
| PREMIUMS PAID                | 1,129   | 464      | 0      | 664     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 28      |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 69655 COMPANY: AMERICAN-AMICABLE LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       |       |          |        |       |            |
| ISSUED                       |       |          |        |       |            |
| TERMINATED                   |       |          |        |       |            |
| IN FORCE                     |       |          |        |       |            |
| PREMIUMS PAID                |       |          |        |       |            |
| DIRECT ANNUITY/PREMIUMS PAID |       |          |        |       |            |

License Cancelled  
Data Unavailable  
at Printing

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   |       |       |            |
| PREMIUMS EARNED |       |       |            |
| DIVIDENDS       |       |       |            |
| LOSSES PAID     |       |       |            |
| LOSSES INCURRED |       |       |            |

License Cancelled  
Data Unavailable  
at Printing

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61301 COMPANY: AMERITAS LIFE INSURANCE CORP.

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 63,377 | 12,792   | 0      | 50,584 | 0          |
| ISSUED                       | 575    | 575      | 0      | 0      | 0          |
| TERMINATED                   | 6,993  | 85       | 0      | 6,908  | 0          |
| IN FORCE                     | 56,959 | 13,283   | 0      | 43,676 | 0          |
| PREMIUMS PAID                | 201    | 158      | 0      | 43     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 8      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,304 | 1,299 | 5          |
| PREMIUMS EARNED | 1,364 | 1,360 | 4          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 783   | 759   | 23         |
| LOSSES INCURRED | 865   | 841   | 23         |

NAIC NO: 97977 COMPANY: AMERITAS VARIABLE LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 33    | 33       | 0      | 0     | 0          |
| TERMINATED                   | 2     | 2        | 0      | 0     | 0          |
| IN FORCE                     | 31    | 31       | 0      | 0     | 0          |
| PREMIUMS PAID                | 10    | 10       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67962 COMPANY: AMEX LIFE ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 659,851 | 72,142   | 0      | 587,709 | 0          |
| ISSUED                       | 59,413  | 206      | 0      | 59,206  | 0          |
| TERMINATED                   | 51,106  | -1,210   | 0      | 52,316  | 0          |
| IN FORCE                     | 668,158 | 73,558   | 0      | 594,599 | 0          |
| PREMIUMS PAID                | 2,262   | 366      | 0      | 1,895   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 4       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,587 | 3,450 | 129        |
| PREMIUMS EARNED | 3,546 | 3,457 | 89         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 773   | 756   | 17         |
| LOSSES INCURRED | 1,093 | 1,071 | 21         |

NAIC NO: 72222 COMPANY: AMICA LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 54,617 | 53,068   | 0      | 749   | 0          |
| ISSUED                       | 8,690  | 8,690    | 0      | 0     | 0          |
| TERMINATED                   | -2,056 | -1,999   | 0      | -57   | 0          |
| IN FORCE                     | 65,364 | 64,558   | 0      | 806   | 0          |
| PREMIUMS PAID                | 141    | 134      | 0      | 6     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 77     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63282 COMPANY: AMICARE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 85456 COMPANY: AMOCO LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 218,102 | 215,190  | 0      | 2,911 | 0          |
| ISSUED                       | 121,466 | 121,466  | 0      | 0     | 0          |
| TERMINATED                   | 30,851  | 30,488   | 0      | 363   | 0          |
| IN FORCE                     | 308,717 | 306,169  | 0      | 2,547 | 0          |
| PREMIUMS PAID                | 2,559   | 2,517    | 0      | 42    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 173     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2     | 0     | 2          |
| PREMIUMS EARNED | 2     | 0     | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60941 COMPANY: ANCHOR NATIONAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 45,096 | 45,096   | 0      | 0     | 0          |
| ISSUED                       | 1,808  | 1,808    | 0      | 0     | 0          |
| TERMINATED                   | 42,764 | 42,764   | 0      | 0     | 0          |
| IN FORCE                     | 4,140  | 4,140    | 0      | 0     | 0          |
| PREMIUMS PAID                | 166    | 166      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,618  |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 60232 COMPANY: ANNAPOLIS LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 5,991  | 5,991    | 0      | 0     | 0          |
| ISSUED                       | 8,515  | 8,515    | 0      | 0     | 0          |
| TERMINATED                   | -3,412 | -3,412   | 0      | 0     | 0          |
| IN FORCE                     | 17,918 | 17,918   | 0      | 0     | 0          |
| PREMIUMS PAID                | 45     | 45       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 72591 COMPANY: APPALACHIAN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 11,903 | 0        | 0      | 11,903 | 0          |
| ISSUED                       | 0      | 0        | 0      | 0      | 0          |
| TERMINATED                   | 3,354  | 0        | 0      | 3,354  | 0          |
| IN FORCE                     | 8,549  | 0        | 0      | 8,549  | 0          |
| PREMIUMS PAID                | 129    | 0        | 0      | 129    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 60984 COMPANY: APPALACHIAN NATIONAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 32,389 | 26,514   | 5,342  | 533   | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 4,114  | 810      | 2,998  | 304   | 0          |
| IN FORCE                     | 28,275 | 25,703   | 2,343  | 228   | 0          |
| PREMIUMS PAID                | 225    | 242      | -17    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 29     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 8     | 0     | 8          |
| PREMIUMS EARNED | 8     | 0     | 8          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 93    | 0     | 93         |
| LOSSES INCURRED | 94    | 0     | 94         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1986

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 72613 COMPANY: ARCADIA NATIONAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 23,630 | 0        | 23,630 | 0     | 0          |
| ISSUED                       | 29,449 | 0        | 29,449 | 0     | 0          |
| TERMINATED                   | 15,864 | 0        | 15,864 | 0     | 0          |
| IN FORCE                     | 37,215 | 0        | 37,215 | 0     | 0          |
| PREMIUMS PAID                | 685    | 0        | 685    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 734   | 0     | 734        |
| PREMIUMS EARNED | 403   | 0     | 403        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 109   | 0     | 109        |
| LOSSES INCURRED | 250   | 0     | 250        |

NAIC NO: 61018 COMPANY: ARGUS LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 36,471 | 36,471   | 0      | 0     | 0          |
| ISSUED                       | 1,756  | 1,756    | 0      | 0     | 0          |
| TERMINATED                   | 6,302  | 6,302    | 0      | 0     | 0          |
| IN FORCE                     | 31,925 | 31,925   | 0      | 0     | 0          |
| PREMIUMS PAID                | 253    | 253      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 44     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71838 COMPANY: ASSOCIATES FINANCIAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 76,760 | 0        | 76,760 | 0     | 0          |
| ISSUED                       | 52,743 | 0        | 52,743 | 0     | 0          |
| TERMINATED                   | 45,106 | 0        | 45,106 | 0     | 0          |
| IN FORCE                     | 84,397 | 0        | 84,397 | 0     | 0          |
| PREMIUMS PAID                | 1,524  | 0        | 1,524  | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 608   | 0     | 608        |
| PREMIUMS EARNED | 596   | 0     | 596        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 155   | 0     | 155        |
| LOSSES INCURRED | 165   | 0     | 165        |

NAIC NO: 61069 COMPANY: ASSOCIATES LIFE INSURANCE CO. OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,778 | 1,461    | 0      | 316   | 0          |
| ISSUED                       | 17    | 17       | 0      | 0     | 0          |
| TERMINATED                   | 316   | 0        | 0      | 316   | 0          |
| IN FORCE                     | 1,479 | 1,479    | 0      | 0     | 0          |
| PREMIUMS PAID                | 6     | 5        | 0      | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 348   | 348   | 0          |
| PREMIUMS EARNED | 328   | 328   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 224   | 224   | 0          |
| LOSSES INCURRED | 244   | 244   | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61085 COMPANY: ASSOCIATION LIFE INSURANCE COMPANY INC

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 46,358 | 568      | 0      | 45,798 | 0          |
| ISSUED                       | 6,034  | 0        | 0      | 6,034  | 0          |
| TERMINATED                   | 5,296  | 70       | 0      | 5,226  | 0          |
| IN FORCE                     | 47     | 0        | 0      | 46     | 0          |
| PREMIUMS PAID                | 67     | 6        | 0      | 60     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,158 | 1,154 | 4          |
| PREMIUMS EARNED | 1,160 | 1,156 | 4          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 983   | 981   | 1          |
| LOSSES INCURRED | 829   | 827   | 1          |

NAIC NO: 61093 COMPANY: ATLANTA LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 15,915 | 7,646    | 0      | 0      | 8,269      |
| ISSUED                       | 18,746 | 1,500    | 0      | 17,245 | 0          |
| TERMINATED                   | 1,604  | 210      | 0      | 20     | 1,373      |
| IN FORCE                     | 33,057 | 8,937    | 0      | 17,225 | 6,895      |
| PREMIUMS PAID                | 307    | 110      | 0      | 0      | 197        |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 93    | 0     | 93         |
| PREMIUMS EARNED | 93    | 0     | 93         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 31    | 0     | 31         |
| LOSSES INCURRED | 31    | 0     | 31         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 84522 COMPANY: AUTO CLUB LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 555   | 555      | 0      | 0     | 0          |
| ISSUED                       | 5     | 5        | 0      | 0     | 0          |
| TERMINATED                   | 201   | 201      | 0      | 0     | 0          |
| IN FORCE                     | 359   | 359      | 0      | 0     | 0          |
| PREMIUMS PAID                | 2     | 2        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 61190 COMPANY: AUTO-OWNERS LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 947   | 947      | 0      | 0     | 0          |
| ISSUED                       | 2     | 2        | 0      | 0     | 0          |
| TERMINATED                   | -317  | -317     | 0      | 0     | 0          |
| IN FORCE                     | 1,267 | 1,267    | 0      | 0     | 0          |
| PREMIUMS PAID                | 5     | 5        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68160 COMPANY: BALBOA LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 58,224 | 129      | 17,034 | 41,060 | 0          |
| ISSUED                       | 28,367 | 0        | 26,038 | 2,329  | 0          |
| TERMINATED                   | 24,202 | 129      | 23,878 | 194    | 0          |
| IN FORCE                     | 62,389 | 0        | 19,194 | 43,195 | 0          |
| PREMIUMS PAID                | 648    | 2        | 646    | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 515   | 515   | 0          |
| PREMIUMS EARNED | 429   | 429   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 82    | 82    | 0          |
| LOSSES INCURRED | 83    | 83    | 0          |

NAIC NO: 61212 COMPANY: BALTIMORE LIFE INSURANCE COMPANY THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 10,968 | 10,925   | 0      | 0     | 43         |
| ISSUED                       | 11,577 | 11,577   | 0      | 0     | 0          |
| TERMINATED                   | 977    | 984      | 0      | 0     | -7         |
| IN FORCE                     | 21,569 | 21,518   | 0      | 0     | 50         |
| PREMIUMS PAID                | 141    | 139      | 0      | 0     | 1          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61239 COMPANY: BANKERS FIDELITY LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,046 | 0        | 3,046  | 0     | 0          |
| ISSUED                       | 100   | 100      | 0      | 0     | 0          |
| TERMINATED                   | 291   | 291      | 0      | 0     | 0          |
| IN FORCE                     | 2,855 | 2,855    | 0      | 0     | 0          |
| PREMIUMS PAID                | 175   | 175      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 795   | 0     | 795        |
| PREMIUMS EARNED | 844   | 0     | 844        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 473   | 0     | 473        |
| LOSSES INCURRED | 468   | 0     | 468        |

NAIC NO: 61263 COMPANY: BANKERS LIFE AND CASUALTY COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 161,404 | 161,404  | 0      | 0     | 0          |
| ISSUED                       | 26,952  | 26,952   | 0      | 0     | 0          |
| TERMINATED                   | 27,308  | 27,308   | 0      | 0     | 0          |
| IN FORCE                     | 161,048 | 161,048  | 0      | 0     | 0          |
| PREMIUMS PAID                | 2,136   | 2,136    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 256     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 8,825 | 6     | 8,819      |
| PREMIUMS EARNED | 8,797 | 7     | 8,790      |
| DIVIDENDS       | 10    | 0     | 10         |
| LOSSES PAID     | 4,484 | 7     | 4,476      |
| LOSSES INCURRED | 4,841 | 7     | 4,833      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71900 COMPANY: BANKERS NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 163,165 | 162,394  | 0      | 771   | 0          |
| ISSUED                       | 11,631  | 11,631   | 0      | 0     | 0          |
| TERMINATED                   | 20,856  | 20,849   | 0      | 7     | 0          |
| IN FORCE                     | 153,940 | 153,176  | 0      | 764   | 0          |
| PREMIUMS PAID                | 1,059   | 1,054    | 0      | 5     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 10      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 61360 COMPANY: BANKERS SECURITY LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 386,582 | 307,590  | 0      | 78,992  | 0          |
| ISSUED                       | 79,556  | 56,675   | 0      | 22,880  | 0          |
| TERMINATED                   | 38,528  | 37,438   | 0      | 1,089   | 0          |
| IN FORCE                     | 427,610 | 326,827  | 0      | 100,783 | 0          |
| PREMIUMS PAID                | 2,598   | 1,552    | 0      | 1,046   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 443     |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 781   | 772   | 8          |
| PREMIUMS EARNED | 916   | 907   | 9          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 62    | 60    | 2          |
| LOSSES INCURRED | 62    | 60    | 2          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61387 COMPANY: BANKERS UNITED LIFE ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 23,884 | 22,554   | 0      | 1,330 | 0          |
| ISSUED                       | 3,782  | 2,344    | 0      | 1,358 | 0          |
| TERMINATED                   | 3,540  | 3,260    | 0      | 280   | 0          |
| IN FORCE                     | 24,046 | 21,638   | 0      | 2,408 | 0          |
| PREMIUMS PAID                | 191    | 171      | 0      | 20    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 569   | 415   | 153        |
| PREMIUMS EARNED | 600   | 446   | 153        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 320   | 279   | 41         |
| LOSSES INCURRED | 411   | 362   | 49         |

NAIC NO: 94250 COMPANY: BANNER LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 228,812 | 228,290  | 521    | 0     | 0          |
| ISSUED                       | 21,153  | 21,153   | 0      | 0     | 0          |
| TERMINATED                   | 22,649  | 22,378   | 271    | 0     | 0          |
| IN FORCE                     | 227,316 | 227,066  | 250    | 0     | 0          |
| PREMIUMS PAID                | 2,275   | 2,275    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1       |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 25    | 0     | 25         |
| PREMIUMS EARNED | 24    | 0     | 24         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 13    | 0     | 13         |
| LOSSES INCURRED | 2     | 0     | 2          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80985 COMPANY: BCS LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 191,137 | 0        | 0      | 191,137 | 0          |
| ISSUED                       | 0       | 0        | 0      | 0       | 0          |
| TERMINATED                   | 638     | 0        | 0      | 638     | 0          |
| IN FORCE                     | 190,499 | 0        | 0      | 190,499 | 0          |
| PREMIUMS PAID                | 403     | 0        | 0      | 403     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 855   | 855   | 0          |
| PREMIUMS EARNED | 793   | 793   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 660   | 660   | 0          |
| LOSSES INCURRED | 590   | 590   | 0          |

NAIC NO: 61395 COMPANY: BENEFICIAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 20,901 | 7,157    | 0      | 13,744 | 0          |
| ISSUED                       | 3,651  | 1,321    | 0      | 2,330  | 0          |
| TERMINATED                   | 2,240  | 1,034    | 0      | 1,206  | 0          |
| IN FORCE                     | 22,312 | 7,444    | 0      | 14,868 | 0          |
| PREMIUMS PAID                | 79     | 63       | 0      | 15     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61417 COMPANY: BENEFICIAL STANDARD LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 32,983 | 4,442    | 0      | 28,541 | 0          |
| ISSUED                       | 2,300  | 2,203    | 0      | 97     | 0          |
| TERMINATED                   | 30,380 | 5,631    | 0      | 24,749 | 0          |
| IN FORCE                     | 4,903  | 1,014    | 0      | 3,889  | 0          |
| PREMIUMS PAID                | 204    | 144      | 0      | 59     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 39     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 300   | 95    | 204        |
| PREMIUMS EARNED | 293   | 89    | 203        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 188   | 53    | 134        |
| LOSSES INCURRED | 197   | 56    | 141        |

NAIC NO: 61425 COMPANY: BENEFIT TRUST LIFE INSURANCE CO.

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 70,447 | 22,978   | 0      | 47,469 | 0          |
| ISSUED                       | 16,206 | 12,608   | 0      | 3,598  | 0          |
| TERMINATED                   | 7,688  | 7,751    | 0      | -63    | 0          |
| IN FORCE                     | 78,965 | 27,835   | 0      | 51,130 | 0          |
| PREMIUMS PAID                | 360    | 350      | 0      | 9      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 19     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,047 | 210   | 836        |
| PREMIUMS EARNED | 963   | 211   | 752        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 429   | 113   | 316        |
| LOSSES INCURRED | 574   | 130   | 443        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61433 COMPANY: BERKSHIRE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0       | 0        | 0      | 0     | 0          |
| ISSUED                       | 0       | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0       | 0        | 0      | 0     | 0          |
| IN FORCE                     | 166,491 | 166,491  | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,185   | 1,185    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 7       |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 451   | 0     | 451        |
| PREMIUMS EARNED | 397   | 0     | 397        |
| DIVIDENDS       | 41    | 0     | 41         |
| LOSSES PAID     | 89    | 0     | 89         |
| LOSSES INCURRED | 812   | 0     | 812        |

NAIC NO: 61476 COMPANY: BOSTON MUTUAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 157,578 | 39,883   | 0      | 117,692 | 2          |
| ISSUED                       | 27,514  | 11,745   | 0      | 15,768  | 0          |
| TERMINATED                   | 54,549  | 28,404   | 0      | 26,145  | 0          |
| IN FORCE                     | 130,542 | 23,224   | 0      | 107,316 | 1          |
| PREMIUMS PAID                | 799     | 325      | 0      | 473     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 782   | 782   | 0          |
| PREMIUMS EARNED | 876   | 876   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 268   | 268   | 0          |
| LOSSES INCURRED | 179   | 179   | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 86371 COMPANY: BRADFORD NATIONAL LIFE INSURANCE

|                              | DIRECT VIRGINIA LIFE INSURANCE |          |        |        |            |
|------------------------------|--------------------------------|----------|--------|--------|------------|
|                              | TOTAL                          | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE       | 59,941                         | 22,616   | 0      | 37,325 | 0          |
| ISSUED                       | 5,810                          | 2,502    | 0      | 3,308  | 0          |
| TERMINATED                   | 8,438                          | 1,002    | 0      | 7,436  | 0          |
| IN FORCE                     | 57,313                         | 24,116   | 0      | 33,197 | 0          |
| PREMIUMS PAID                | 559                            | 122      | 0      | 437    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 63                             |          |        |        |            |

|                 | DIRECT ACCIDENT AND SICKNESS INSURANCE |       |            |
|-----------------|----------------------------------------|-------|------------|
|                 | TOTAL                                  | GROUP | INDIVIDUAL |
| PREMIUMS PAID   | 18                                     | 0     | 18         |
| PREMIUMS EARNED | 17                                     | 0     | 17         |
| DIVIDENDS       | 0                                      | 0     | 0          |
| LOSSES PAID     | 3                                      | 0     | 3          |
| LOSSES INCURRED | 3                                      | 0     | 3          |

NAIC NO: 61492 COMPANY: BUSINESS MEN'S ASSURANCE COMPANY OF

|                              | DIRECT VIRGINIA LIFE INSURANCE |          |        |        |            |
|------------------------------|--------------------------------|----------|--------|--------|------------|
|                              | TOTAL                          | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE       | 106,747                        | 101,442  | 0      | 5,305  | 0          |
| ISSUED                       | 14,814                         | 9,392    | 0      | 5,422  | 0          |
| TERMINATED                   | 11,034                         | 10,473   | 0      | 561    | 0          |
| IN FORCE                     | 110,527                        | 100,360  | 0      | 10,166 | 0          |
| PREMIUMS PAID                | 945                            | 898      | 0      | 47     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 146                            |          |        |        |            |

|                 | DIRECT ACCIDENT AND SICKNESS INSURANCE |       |            |
|-----------------|----------------------------------------|-------|------------|
|                 | TOTAL                                  | GROUP | INDIVIDUAL |
| PREMIUMS PAID   | 1,640                                  | 1,302 | 258        |
| PREMIUMS EARNED | 1,685                                  | 1,412 | 273        |
| DIVIDENDS       | 9                                      | 0     | 0          |
| LOSSES PAID     | 552                                    | 233   | 319        |
| LOSSES INCURRED | 470                                    | 209   | 260        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 93432 COMPANY: C. M. LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 423,164 | 423,164  | 0      | 0     | 0          |
| ISSUED                       | 38,963  | 38,963   | 0      | 0     | 0          |
| TERMINATED                   | 26,732  | 26,732   | 0      | 0     | 0          |
| IN FORCE                     | 435,394 | 435,394  | 0      | 0     | 0          |
| PREMIUMS PAID                | 3,943   | 3,943    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 80659 COMPANY: CANADA LIFE ASSURANCE COMPANY THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 439,384 | 66,729   | 0      | 372,655 | 0          |
| ISSUED                       | 32,356  | 28,458   | 0      | 3,897   | 0          |
| TERMINATED                   | 47,692  | 6,835    | 0      | 40,856  | 0          |
| IN FORCE                     | 424,048 | 80,352   | 0      | 335,695 | 0          |
| PREMIUMS PAID                | 1,683   | 1,062    | 0      | 620     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,419   |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,367 | 1,356 | 10         |
| PREMIUMS EARNED | 1,352 | 1,311 | 21         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 525   | 525   | 0          |
| LOSSES INCURRED | 974   | 974   | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 78174 COMPANY: CAPITOL AMERICAN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 20    | 20       | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 10    | 10       | 0      | 0     | 0          |
| IN FORCE                     | 9     | 9        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,765 | 1,694 | 71         |
| PREMIUMS EARNED | 1,733 | 1,662 | 70         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 234   | 217   | 17         |
| LOSSES INCURRED | 270   | 250   | 19         |

NAIC NO: 62421 COMPANY: CAPITOL BANKERS LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,892 | 1,892    | 0      | 0     | 0          |
| ISSUED                       | 538   | 538      | 0      | 0     | 0          |
| TERMINATED                   | 232   | 232      | 0      | 0     | 0          |
| IN FORCE                     | 2,197 | 2,197    | 0      | 0     | 0          |
| PREMIUMS PAID                | 45    | 45       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61581 COMPANY: CAPITOL LIFE INSURANCE COMPANY THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 95,498 | 95,498   | 0      | 0     | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 95,498 | 95,498   | 0      | 0     | 0          |
| IN FORCE                     | 0      | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 481    | 481      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,571  |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 93661 COMPANY: CARILLON LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$ (000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80799 COMPANY: CELTIC LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 23,949 | 0        | 52     | 23,897 | 0          |
| ISSUED                       | 64,046 | 0        | -31    | 64,078 | 0          |
| TERMINATED                   | 37,921 | 0        | 20     | 37,901 | 0          |
| IN FORCE                     | 50,074 | 0        | 0      | 50,074 | 0          |
| PREMIUMS PAID                | 236    | 0        | 0      | 236    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 5,414 | 5,415 | 0          |
| PREMIUMS EARNED | 5,347 | 5,346 | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3,200 | 3,278 | 1          |
| LOSSES INCURRED | 3,726 | 3,725 | 1          |

NAIC NO: 61654 COMPANY: CENTENNIAL LIFE INSURANCE COMPANY THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 6,199 | 945      | 0      | 5,254 | 0          |
| ISSUED                       | 1,767 | 10       | 0      | 1,757 | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 7,966 | 955      | 0      | 7,011 | 0          |
| PREMIUMS PAID                | 43    | 1        | 0      | 42    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 201   | 201   | 0          |
| PREMIUMS EARNED | 211   | 211   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 211   | 211   | 0          |
| LOSSES INCURRED | 209   | 209   | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61689 COMPANY: CENTRAL LIFE ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 313,695 | 211,831  | 0      | 101,864 | 0          |
| ISSUED                       | 101,699 | 45,067   | 0      | 56,632  | 0          |
| TERMINATED                   | -15,228 | 2,339    | 0      | -17,567 | 0          |
| IN FORCE                     | 430,624 | 254,560  | 0      | 176,064 | 0          |
| PREMIUMS PAID                | 2,645   | 2,350    | 0      | 294     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 10      |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,551 | 2,507 | 44         |
| PREMIUMS EARNED | 2,596 | 2,552 | 44         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,282 | 2,270 | 11         |
| LOSSES INCURRED | 2,432 | 2,419 | 12         |

NAIC NO: 61700 COMPANY: CENTRAL NATIONAL LIFE INS. CO.

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 147,716 | 1,308    | 76,473 | 69,933 | 0          |
| ISSUED                       | 48,296  | 480      | 47,816 | 0      | 0          |
| TERMINATED                   | 32,672  | 279      | 40,115 | -7,722 | 0          |
| IN FORCE                     | 163,340 | 1,509    | 84,174 | 77,655 | 0          |
| PREMIUMS PAID                | 1,321   | 23       | 1,263  | 33     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 809   | 20    | 789        |
| PREMIUMS EARNED | 526   | 19    | 507        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 234   | 6     | 227        |
| LOSSES INCURRED | 249   | 6     | 243        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61727 COMPANY: CENTRAL RESERVE LIFE OF NORTH AMERICA

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 9,875  | 0        | 0      | 9,875  | 0          |
| ISSUED                       | 9,403  | 0        | 0      | 9,403  | 0          |
| TERMINATED                   | 4,933  | 0        | 0      | 4,933  | 0          |
| IN FORCE                     | 14,345 | 0        | 0      | 14,345 | 0          |
| PREMIUMS PAID                | 51     | 0        | 0      | 51     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,342 | 1,342 | 0          |
| PREMIUMS EARNED | 1,342 | 1,342 | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 904   | 904   | 0          |
| LOSSES INCURRED | 904   | 904   | 0          |

NAIC NO: 61735 COMPANY: CENTRAL SECURITY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 311   | 311      | 0      | 0     | 0          |
| ISSUED                       | 187   | 187      | 0      | 0     | 0          |
| TERMINATED                   | 119   | 119      | 0      | 0     | 0          |
| IN FORCE                     | 377   | 377      | 0      | 0     | 0          |
| PREMIUMS PAID                | 21    | 21       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 163   | 0     | 163        |
| PREMIUMS EARNED | 153   | 0     | 153        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 65    | 0     | 65         |
| LOSSES INCURRED | 76    | 0     | 76         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61751 COMPANY: CENTRAL STATES HEALTH &amp; LIFE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 336   | 336      | 0      | 0     | 0          |
| ISSUED                       | 5,250 | 318      | 4,932  | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 5,586 | 654      | 4,932  | 0     | 0          |
| PREMIUMS PAID                | 35    | 6        | 28     | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 61    | 0     | 61         |
| PREMIUMS EARNED | 64    | 0     | 64         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 17    | 0     | 17         |
| LOSSES INCURRED | 18    | 0     | 18         |

NAIC NO: 61883 COMPANY: CENTRAL UNITED LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,065 | 1,065    | 0      | 0     | 0          |
| ISSUED                       | 18    | 18       | 0      | 0     | 0          |
| TERMINATED                   | 172   | 172      | 0      | 0     | 0          |
| IN FORCE                     | 911   | 911      | 0      | 0     | 0          |
| PREMIUMS PAID                | 17    | 17       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62383 COMPANY: CENTURION LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,968 | 0        | 1,968  | 0     | 0          |
| ISSUED                       | 2,932 | 0        | 2,932  | 0     | 0          |
| TERMINATED                   | 1,563 | 0        | 1,563  | 0     | 0          |
| IN FORCE                     | 3,329 | 0        | 3,329  | 0     | 0          |
| PREMIUMS PAID                | 67    | 0        | 67     | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 54    | 0     | 54         |
| PREMIUMS EARNED | 39    | 0     | 39         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2     | 0     | 2          |
| LOSSES INCURRED | 6     | 0     | 6          |

NAIC NO: 65749 COMPANY: CENTURY LIFE OF AMERICA

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 16,508 | 16,508   | 0      | 0     | 0          |
| ISSUED                       | 1,987  | 1,987    | 0      | 0     | 0          |
| TERMINATED                   | -483   | -483     | 0      | 0     | 0          |
| IN FORCE                     | 18,098 | 18,098   | 0      | 0     | 0          |
| PREMIUMS PAID                | 177    | 177      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 17     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2     | 0     | 2          |
| PREMIUMS EARNED | 2     | 0     | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(600) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61778 COMPANY: CERTIFIED LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 279   | 279      | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | -105  | -105     | 0      | 0     | 0          |
| IN FORCE                     | 384   | 384      | 0      | 0     | 0          |
| PREMIUMS PAID                | 3     | 3        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 4     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 22    | 0     | 22         |
| PREMIUMS EARNED | 23    | 0     | 23         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 25    | 0     | 25         |
| LOSSES INCURRED | 12    | 0     | 12         |

NAIC NO: 61898 COMPANY: CHARTER NATIONAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 9,074 | 8,786    | 288    | 0     | 0          |
| ISSUED                       | 151   | 151      | 0      | 0     | 0          |
| TERMINATED                   | 185   | -28      | 213    | 0     | 0          |
| IN FORCE                     | 9,040 | 8,965    | 74     | 0     | 0          |
| PREMIUMS PAID                | 233   | 233      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 126   |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61816 COMPANY: CHASE NATIONAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 278   | 278      | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 278   | 278      | 0      | 0     | 0          |
| PREMIUMS PAID                | 2     | 2        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 61832 COMPANY: CHESAPEAKE LIFE INSURANCE COMPANY, THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 15,590 | 10,395   | 0      | 5,194 | 0          |
| ISSUED                       | 402    | 402      | 0      | 0     | 0          |
| TERMINATED                   | 3,256  | 2,085    | 0      | 1,170 | 0          |
| IN FORCE                     | 12,646 | 8,712    | 0      | 3,934 | 0          |
| PREMIUMS PAID                | 169    | 169      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 28     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 6     | 1     | 4          |
| PREMIUMS EARNED | 5     | 0     | 4          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2     | 0     | 2          |
| LOSSES INCURRED | 2     | 0     | 2          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 79677 COMPANY: CHRYSLER LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|---------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 50,743  | 0        | 50,743  | 0     | 0          |
| ISSUED                       | 82,438  | 0        | 82,438  | 0     | 0          |
| TERMINATED                   | 26,595  | 0        | 26,595  | 0     | 0          |
| IN FORCE                     | 106,587 | 0        | 106,587 | 0     | 0          |
| PREMIUMS PAID                | 1,626   | 0        | 1,626   | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,351 | 0     | 1,351      |
| PREMIUMS EARNED | 479   | 0     | 479        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 133   | 0     | 133        |
| LOSSES INCURRED | 281   | 0     | 281        |

NAIC NO: 69965 COMPANY: CHUBB LIFE INSURANCE COMPANY OF AMERICA

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 229,744 | 194,241  | 0      | 35,503 | 0          |
| ISSUED                       | 33,810  | 27,927   | 0      | 5,883  | 0          |
| TERMINATED                   | 43,520  | 38,562   | 0      | 4,957  | 0          |
| IN FORCE                     | 220,034 | 183,605  | 0      | 36,428 | 0          |
| PREMIUMS PAID                | 2,809   | 2,088    | 0      | 721    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 544   | 241   | 302        |
| PREMIUMS EARNED | 548   | 244   | 303        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 176   | 114   | 62         |
| LOSSES INCURRED | 214   | 120   | 94         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 76236 COMPANY: CINCINNATI LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 30,907 | 23,366   | 0      | 6,816 | 724        |
| ISSUED                       | 5,616  | 5,506    | 0      | 0     | 109        |
| TERMINATED                   | 11,601 | 4,633    | 0      | 6,816 | 152        |
| IN FORCE                     | 24,922 | 24,239   | 0      | 0     | 682        |
| PREMIUMS PAID                | 770    | 733      | 0      | 0     | 36         |
| DIRECT ANNUITY/PREMIUMS PAID | 7      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 26    | 8     | 17         |
| PREMIUMS EARNED | 24    | 7     | 16         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 18    | 5     | 13         |
| LOSSES INCURRED | 23    | 6     | 17         |

NAIC NO: 61611 COMPANY: CITADEL LIFE INSURANCE COMPANY THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 15,354 | 0        | 15,354 | 0     | 0          |
| ISSUED                       | 11,391 | 0        | 11,391 | 0     | 0          |
| TERMINATED                   | 13,445 | 0        | 13,445 | 0     | 0          |
| IN FORCE                     | 13,300 | 0        | 13,300 | 0     | 0          |
| PREMIUMS PAID                | 159    | 0        | 159    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 164   | 0     | 164        |
| PREMIUMS EARNED | 210   | 0     | 210        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 157   | 0     | 157        |
| LOSSES INCURRED | 132   | 0     | 132        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60860 COMPANY: CITIZENS AND SOUTHERN LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 61921 COMPANY: CITIZENS SECURITY LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 327   | 327      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 33    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$ (000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61980 COMPANY: COASTAL STATES LIFE INSURANCE COMPANY

| DIRECT VIRGINIA LIFE INSURANCE |       |          |        |       |            |
|--------------------------------|-------|----------|--------|-------|------------|
|                                | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE         | 1,484 | 1,484    | 0      | 0     | 0          |
| ISSUED                         | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                     | -213  | -213     | 0      | 0     | 0          |
| IN FORCE                       | 1,697 | 1,697    | 0      | 0     | 0          |
| PREMIUMS PAID                  | 27    | 27       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID   | 3     |          |        |       |            |

| DIRECT ACCIDENT AND SICKNESS INSURANCE |       |       |            |
|----------------------------------------|-------|-------|------------|
|                                        | TOTAL | GROUP | INDIVIDUAL |
| PREMIUMS PAID                          | 0     | 0     | 0          |
| PREMIUMS EARNED                        | 0     | 0     | 0          |
| DIVIDENDS                              | 0     | 0     | 0          |
| LOSSES PAID                            | 0     | 0     | 0          |
| LOSSES INCURRED                        | 0     | 0     | 0          |

NAIC NO: 61999 COMPANY: COLLEGE LIFE INSURANCE COMPANY OF

| DIRECT VIRGINIA LIFE INSURANCE |        |          |        |       |            |
|--------------------------------|--------|----------|--------|-------|------------|
|                                | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE         | 41,247 | 41,247   | 0      | 0     | 0          |
| ISSUED                         | 1,782  | 1,782    | 0      | 0     | 0          |
| TERMINATED                     | 7,702  | 7,702    | 0      | 0     | 0          |
| IN FORCE                       | 35,327 | 35,327   | 0      | 0     | 0          |
| PREMIUMS PAID                  | 444    | 444      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID   | 25     |          |        |       |            |

| DIRECT ACCIDENT AND SICKNESS INSURANCE |       |       |            |
|----------------------------------------|-------|-------|------------|
|                                        | TOTAL | GROUP | INDIVIDUAL |
| PREMIUMS PAID                          | 5     | 0     | 5          |
| PREMIUMS EARNED                        | 5     | 0     | 5          |
| DIVIDENDS                              | 0     | 0     | 0          |
| LOSSES PAID                            | 2     | 2     | 0          |
| LOSSES INCURRED                        | 1     | 1     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

MAIC NO: 86258 COMPANY: COLOGNE LIFE REINSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

MAIC NO: 62049 COMPANY: COLONIAL LIFE & ACCIDENT INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 171,927 | 158,928  | 0      | 12,999 | 0          |
| ISSUED                       | 92,525  | 90,785   | 0      | 1,820  | 0          |
| TERMINATED                   | 64,964  | 62,295   | 0      | 2,669  | 0          |
| IN FORCE                     | 199,487 | 187,337  | 0      | 12,150 | 0          |
| PREMIUMS PAID                | 1,562   | 1,486    | 0      | 76     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 9,139 | 422   | 8,717      |
| PREMIUMS EARNED | 9,221 | 470   | 8,751      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3,545 | 363   | 3,181      |
| LOSSES INCURRED | 4,030 | 633   | 3,397      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62057 COMPANY: COLONIAL LIFE INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 43,967 | 5,662    | 0      | 38,214 | 91         |
| ISSUED                       | 4,570  | 227      | 0      | 4,343  | 0          |
| TERMINATED                   | 5,557  | 744      | 0      | 4,816  | -3         |
| IN FORCE                     | 42,980 | 5,144    | 0      | 37,741 | 94         |
| PREMIUMS PAID                | 191    | 54       | 0      | 136    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,941 | 1,936 | 4          |
| PREMIUMS EARNED | 1,947 | 1,942 | 4          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,112 | 2,106 | 5          |
| LOSSES INCURRED | 2,217 | 2,211 | 6          |

NAIC NO: 93610 COMPANY: COLONIAL PENN ANNUITY AND LIFE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62065 COMPANY: COLONIAL PENN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 57,256 | 38,545   | 0      | 26,711 | 0          |
| ISSUED                       | 10,462 | 1,699    | 0      | 8,762  | 0          |
| TERMINATED                   | 18,695 | 1,084    | 0      | 17,691 | 0          |
| IN FORCE                     | 49,023 | 31,240   | 0      | 17,782 | 0          |
| PREMIUMS PAID                | 2,646  | 2,165    | 0      | 481    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,393 | 1,013 | 380        |
| PREMIUMS EARNED | 1,398 | 1,019 | 379        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 940   | 694   | 253        |
| LOSSES INCURRED | 1,146 | 940   | 206        |

NAIC NO: 84786 COMPANY: COLORADO BANKERS LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,179 | 2,179    | 0      | 0     | 0          |
| ISSUED                       | 1,277 | 1,277    | 0      | 0     | 0          |
| TERMINATED                   | 1,490 | 1,490    | 0      | 0     | 0          |
| IN FORCE                     | 1,966 | 1,966    | 0      | 0     | 0          |
| PREMIUMS PAID                | 149   | 149      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 73350 COMPANY: COLUMBIA LIFE INSURANCE COMPANY

|                              | DIRECT VIRGINIA LIFE INSURANCE |          |        |       |            |
|------------------------------|--------------------------------|----------|--------|-------|------------|
|                              | TOTAL                          | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE       | 0                              | 0        | 0      | 0     | 0          |
| ISSUED                       | 0                              | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0                              | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0                              | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0                              | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0                              |          |        |       |            |

|                 | DIRECT ACCIDENT AND SICKNESS INSURANCE |       |            |
|-----------------|----------------------------------------|-------|------------|
|                 | TOTAL                                  | GROUP | INDIVIDUAL |
| PREMIUMS PAID   | 265                                    | 0     | 265        |
| PREMIUMS EARNED | 263                                    | 0     | 263        |
| DIVIDENDS       | 0                                      | 0     | 0          |
| LOSSES PAID     | 167                                    | 0     | 167        |
| LOSSES INCURRED | 159                                    | 0     | 159        |

NAIC NO: 62103 COMPANY: COLUMBIAN MUTUAL LIFE INSURANCE

|                              | DIRECT VIRGINIA LIFE INSURANCE |          |        |       |            |
|------------------------------|--------------------------------|----------|--------|-------|------------|
|                              | TOTAL                          | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE       | 30,962                         | 30,841   | 0      | 0     | 121        |
| ISSUED                       | 2,608                          | 2,608    | 0      | 0     | 0          |
| TERMINATED                   | 3,539                          | 3,569    | 0      | 0     | -30        |
| IN FORCE                     | 30,031                         | 29,880   | 0      | 0     | 151        |
| PREMIUMS PAID                | 211                            | 208      | 0      | 0     | 2          |
| DIRECT ANNUITY/PREMIUMS PAID | 0                              |          |        |       |            |

|                 | DIRECT ACCIDENT AND SICKNESS INSURANCE |       |            |
|-----------------|----------------------------------------|-------|------------|
|                 | TOTAL                                  | GROUP | INDIVIDUAL |
| PREMIUMS PAID   | 2                                      | 0     | 2          |
| PREMIUMS EARNED | 1                                      | 0     | 1          |
| DIVIDENDS       | 0                                      | 0     | 0          |
| LOSSES PAID     | 0                                      | 0     | 0          |
| LOSSES INCURRED | 0                                      | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62111 COMPANY: COLUMBUS MUTUAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 104,671 | 103,164  | 0      | 1,506 | 0          |
| ISSUED                       | 20,227  | 19,663   | 0      | 563   | 0          |
| TERMINATED                   | 10,138  | 9,338    | 0      | 800   | 0          |
| IN FORCE                     | 114,759 | 113,489  | 0      | 1,270 | 0          |
| PREMIUMS PAID                | 950     | 944      | 0      | 6     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 942     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 175   | 119   | 56         |
| PREMIUMS EARNED | 177   | 119   | 58         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 132   | 117   | 15         |
| LOSSES INCURRED | 147   | 131   | 15         |

NAIC NO: 62146 COMPANY: COMBINED INSURANCE COMPANY OF AMERICA

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 151,745 | 88,028   | 0      | 63,717 | 0          |
| ISSUED                       | 9,793   | 6,196    | 0      | 3,596  | 0          |
| TERMINATED                   | 23,281  | 9,774    | 0      | 13,507 | 0          |
| IN FORCE                     | 138,256 | 84,450   | 0      | 53,806 | 0          |
| PREMIUMS PAID                | 2,341   | 2,091    | 0      | 250    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP | INDIVIDUAL |
|-----------------|--------|-------|------------|
| PREMIUMS PAID   | 19,286 | 454   | 18,832     |
| PREMIUMS EARNED | 19,273 | 560   | 18,712     |
| DIVIDENDS       | 118    | 0     | 118        |
| LOSSES PAID     | 7,341  | 396   | 6,945      |
| LOSSES INCURRED | 7,577  | 473   | 7,103      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66508 COMPANY: COMMERCIAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 7,390 | 969      | 0      | 6,421 | 0          |
| ISSUED                       | 2,259 | 20       | 0      | 2,239 | 0          |
| TERMINATED                   | 7,143 | 29       | 0      | 7,114 | 0          |
| IN FORCE                     | 2,506 | 960      | 0      | 1,546 | 0          |
| PREMIUMS PAID                | 69    | 14       | 0      | 55    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,508 |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 722   | 697   | 25         |
| PREMIUMS EARNED | 685   | 685   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 647   | 635   | 12         |
| LOSSES INCURRED | 733   | 732   | 0          |

NAIC NO: 81426 COMPANY: COMMERCIAL TRAVELERS MUTUAL INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 344   | 288   | 56         |
| PREMIUMS EARNED | 333   | 277   | 56         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 23    | 1     | 21         |
| LOSSES INCURRED | 9     | 1     | 8          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62898 COMPANY: COMMERCIAL UNION LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 123,867 | 60,175   | 0      | 63,692 | 0          |
| ISSUED                       | 17,706  | 13,650   | 0      | 4,056  | 0          |
| TERMINATED                   | 8,395   | 6,163    | 0      | 2,232  | 0          |
| IN FORCE                     | 133,178 | 67,662   | 0      | 65,516 | 0          |
| PREMIUMS PAID                | 1,189   | 969      | 0      | 220    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 250     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 114   | 109   | 5          |
| PREMIUMS EARNED | 50    | 44    | 5          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 71    | 64    | 7          |
| LOSSES INCURRED | 31    | 26    | 5          |

NAIC NO: 62227 COMPANY: COMMONWEALTH LIFE INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 83,737 | 10,234   | 0      | 73,245 | 257        |
| ISSUED                       | 911    | 911      | 0      | 0      | 0          |
| TERMINATED                   | -2,554 | 721      | 0      | -3,169 | -106       |
| IN FORCE                     | 87,204 | 10,424   | 0      | 76,415 | 364        |
| PREMIUMS PAID                | 193    | 145      | 0      | 44     | 3          |
| DIRECT ANNUITY/PREMIUMS PAID | 66     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 24    | 11    | 13         |
| PREMIUMS EARNED | 33    | 15    | 17         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 15    | 2     | 13         |
| LOSSES INCURRED | 27    | 2     | 24         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 94080 COMPANY: COMMUNITY NATIONAL ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 77828 COMPANY: COMPANION LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 117,486 | 48       | 0      | 117,438 | 0          |
| ISSUED                       | 87,651  | 0        | 87,651 | 0       | 0          |
| TERMINATED                   | 8,841   | 0        | 0      | 8,841   | 0          |
| IN FORCE                     | 196,296 | 48       | 0      | 196,248 | 0          |
| PREMIUMS PAID                | 809     | 0        | 0      | 809     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 400   | 400   | 0          |
| PREMIUMS EARNED | 348   | 348   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 212   | 212   | 0          |
| LOSSES INCURRED | 205   | 205   | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 99384 COMPANY: CONFEDERATION LIFE INSURANCE AND

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 24,378 | 24,378   | 0      | 0     | 0          |
| ISSUED                       | 22,542 | 22,542   | 0      | 0     | 0          |
| TERMINATED                   | 6,928  | 6,928    | 0      | 0     | 0          |
| IN FORCE                     | 39,991 | 39,991   | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,101  | 1,101    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 80667 COMPANY: CONFEDERATION LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 522,970 | 244,047  | 0      | 278,922 | 0          |
| ISSUED                       | 146,378 | 80,424   | 0      | 65,954  | 0          |
| TERMINATED                   | 277,209 | 128,773  | 0      | 148,435 | 0          |
| IN FORCE                     | 392,140 | 195,698  | 0      | 196,441 | 0          |
| PREMIUMS PAID                | 9,888   | 9,347    | 0      | 541     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,188   |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 904   | 903   | 1          |
| PREMIUMS EARNED | 904   | 903   | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 878   | 876   | 1          |
| LOSSES INCURRED | 872   | 871   | 1          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 73504 COMPANY: CONGRESS LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 32    | 32       | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | -27   | -27      | 0      | 0     | 0          |
| IN FORCE                     | 59    | 59       | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 391   | 391   | 0          |
| PREMIUMS EARNED | 391   | 391   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 62308 COMPANY: CONNECTICUT GENERAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 2,133,768 | 455,209  | 509    | 1,678,050 | 0          |
| ISSUED                       | 249,261   | 135,412  | 0      | 113,849   | 0          |
| TERMINATED                   | -668,743  | 28,283   | -5     | -697,021  | 0          |
| IN FORCE                     | 3,051,773 | 562,338  | 514    | 2,488,920 | 0          |
| PREMIUMS PAID                | 10,689    | 11,447   | -10    | 7,252     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,459     |          |        |           |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 23,901 | 23,027 | 873        |
| PREMIUMS EARNED | 23,202 | 22,346 | 855        |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 17,731 | 17,442 | 289        |
| LOSSES INCURRED | 19,406 | 19,085 | 320        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62316 COMPANY: CONNECTICUT MUTUAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,223,206 | 1,223,206 | 0      | 0     | 0          |
| ISSUED                       | 323,759   | 323,759   | 0      | 0     | 0          |
| TERMINATED                   | 187,032   | 187,032   | 0      | 0     | 0          |
| IN FORCE                     | 1,359,934 | 1,359,934 | 0      | 0     | 0          |
| PREMIUMS PAID                | 18,151    | 18,103    | 0      | 47    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 337       |           |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,218 | 0     | 3,218      |
| PREMIUMS EARNED | 3,034 | 0     | 3,034      |
| DIVIDENDS       | 175   | 0     | 175        |
| LOSSES PAID     | 434   | 0     | 434        |
| LOSSES INCURRED | 1,146 | 0     | 1,146      |

NAIC NO: 93769 COMPANY: CONNECTICUT NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 91,534  | 82,414   | 0      | 9,120 | 0          |
| ISSUED                       | 69,657  | 69,077   | 0      | 580   | 0          |
| TERMINATED                   | 25,860  | 20,319   | 0      | 5,541 | 0          |
| IN FORCE                     | 135,330 | 131,171  | 0      | 4,158 | 0          |
| PREMIUMS PAID                | 1,806   | 914      | 0      | 92    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 250   | 250   | 0          |
| PREMIUMS EARNED | 250   | 250   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 235   | 228   | 6          |
| LOSSES INCURRED | 235   | 228   | 6          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62359 COMPANY: CONSTITUTION LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 8,487 | 8,487    | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 2,341 | 2,341    | 0      | 0     | 0          |
| IN FORCE                     | 6,146 | 6,146    | 0      | 0     | 0          |
| PREMIUMS PAID                | 76    | 76       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 62375 COMPANY: CONSUMERS LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|---------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 180,708 | 74,389   | 105,120 | 1,198 | 0          |
| ISSUED                       | 78,785  | 21,527   | 57,257  | 0     | 0          |
| TERMINATED                   | 75,048  | 5,775    | 68,074  | 1,198 | 0          |
| IN FORCE                     | 184,445 | 90,141   | 94,303  | 0     | 0          |
| PREMIUMS PAID                | 1,623   | 609      | 1,012   | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 34      |          |         |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 862   | 0     | 862        |
| PREMIUMS EARNED | 943   | 0     | 943        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 378   | 0     | 378        |
| LOSSES INCURRED | 435   | 0     | 435        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61484 COMPANY: CONSUMERS LIFE INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 6,652 | 6,652    | 0      | 0     | 0          |
| ISSUED                       | 18    | 18       | 0      | 0     | 0          |
| TERMINATED                   | 1,927 | 1,927    | 0      | 0     | 0          |
| IN FORCE                     | 4,743 | 4,743    | 0      | 0     | 0          |
| PREMIUMS PAID                | 49    | 49       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 8     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 62278 COMPANY: CONSUMERS UNITED INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 13,621 | 364      | 0      | 13,257 | 0          |
| ISSUED                       | 23,446 | 0        | 0      | 23,446 | 0          |
| TERMINATED                   | 17,794 | 55       | 0      | 17,739 | 0          |
| IN FORCE                     | 19,273 | 309      | 0      | 18,964 | 0          |
| PREMIUMS PAID                | 92     | 5        | 0      | 87     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,261 | 3,261 | 0          |
| PREMIUMS EARNED | 3,261 | 3,261 | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,190 | 2,190 | 0          |
| LOSSES INCURRED | 2,190 | 2,190 | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62405 COMPANY: CONTINENTAL AMERICAN LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 28,221 | 13,955   | 0      | 14,266 | 0          |
| ISSUED                       | 3,615  | 5        | 0      | 3,610  | 0          |
| TERMINATED                   | 6,277  | 2,245    | 0      | 4,032  | 0          |
| IN FORCE                     | 25,559 | 11,714   | 0      | 13,844 | 0          |
| PREMIUMS PAID                | 712    | 185      | 0      | 526    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 74     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 681   | 675   | 5          |
| PREMIUMS EARNED | 678   | 673   | 5          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 340   | 340   | 0          |
| LOSSES INCURRED | 327   | 328   | 0          |

NAIC NO: 62413 COMPANY: CONTINENTAL ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 455,623 | 193,679  | 2,172  | 259,772 | 0          |
| ISSUED                       | 81,969  | 64,574   | 0      | 17,395  | 0          |
| TERMINATED                   | 61,466  | 32,684   | 1,865  | 26,917  | 0          |
| IN FORCE                     | 476,126 | 225,569  | 307    | 250,250 | 0          |
| PREMIUMS PAID                | 1,650   | 1,120    | -2     | 531     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 10,598  |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 61,432 | 61,178 | 254        |
| PREMIUMS EARNED | 64,521 | 64,257 | 263        |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 57,026 | 56,988 | 37         |
| LOSSES INCURRED | 61,830 | 61,763 | 67         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

TYPE: F

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTION BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

NAIC NO FOREIGN LIFE AND ACCIDENT AND SICKNESS

NO: 71404 COMPANY: CONTINENTAL GENERAL INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

| PREVIOUS<br>ISSUED      | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|-------------------------|-------|----------|--------|-------|------------|
| TERMINOUS YEAR IN FORCE | 7,069 | 1,592    | 0      | 5,477 | 0          |
| IN FORCE                | 2,075 | 2,075    | 0      | 0     | 0          |
| PREMIUMATED             | 216   | 124      | 0      | 91    | 0          |
| DIRECT RCE              | 8,928 | 3,542    | 0      | 5,385 | 0          |
| UMS PAID                | 26    | 26       | 0      | 0     | 0          |
| T ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

| PREMIUM<br>PREMIUM | TOTAL | GROUP | INDIVIDUAL |
|--------------------|-------|-------|------------|
| DIVIDUUMS PAID     | 375   | 0     | 375        |
| LOSSESUMS EARNED   | 359   | 0     | 359        |
| LOSSES ENDS        | 0     | 0     | 0          |
| S PAID             | 106   | 0     | 106        |
| S INCURRED         | 110   | 0     | 110        |

NAIC N

NO: 62472 COMPANY: CONTINENTAL LIFE INSURANCE COMPANY (FOR

## DIRECT VIRGINIA LIFE INSURANCE

| PREVIOUS<br>ISSUED      | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|-------------------------|-------|----------|--------|-------|------------|
| TERMINOUS YEAR IN FORCE | 705   | 705      | 0      | 0     | 0          |
| IN FORCE                | 675   | 675      | 0      | 0     | 0          |
| PREMIUMATED             | 509   | 509      | 0      | 0     | 0          |
| DIRECT RCE              | 870   | 870      | 0      | 0     | 0          |
| UMS PAID                | 8     | 8        | 0      | 0     | 0          |
| T ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

| PREMIUM<br>PREMIUM | TOTAL | GROUP | INDIVIDUAL |
|--------------------|-------|-------|------------|
| DIVIDUUMS PAID     | 178   | 176   | 1          |
| LOSSESUMS EARNED   | 179   | 177   | 1          |
| LOSSES ENDS        | 0     | 0     | 0          |
| ES PAID            | 9     | 9     | 0          |
| ES INCURRED        | 13    | 13    | 0          |

NOTE:

: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62510 COMPANY: CONTINENTAL WESTERN LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 116,300 | 116,300  | 0      | 0     | 0          |
| ISSUED                       | 1,302   | 1,302    | 0      | 0     | 0          |
| TERMINATED                   | 26,674  | 26,674   | 0      | 0     | 0          |
| IN FORCE                     | 90,936  | 90,936   | 0      | 0     | 0          |
| PREMIUMS PAID                | 411     | 411      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 5     | 0     | 5          |
| PREMIUMS EARNED | 4     | 0     | 4          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 62596 COMPANY: CREDIT LIFE INSURANCE COMPANY THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|---------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 187,643 | 5,224    | 136,979 | 45,440 | 0          |
| ISSUED                       | 159,386 | 6,644    | 132,821 | 19,920 | 0          |
| TERMINATED                   | 153,824 | 3,643    | 108,030 | 42,150 | 0          |
| IN FORCE                     | 193,205 | 8,225    | 161,770 | 23,210 | 0          |
| PREMIUMS PAID                | 3,089   | 32       | 2,714   | 262    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,062 | 225   | 1,836      |
| PREMIUMS EARNED | 1,785 | 227   | 1,558      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 621   | 3     | 617        |
| LOSSES INCURRED | 631   | 8     | 622        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64602 COMPANY: CROWN AMERICA LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 15,409 | 15,409   | 0      | 0     | 0          |
| ISSUED                       | 924    | 924      | 0      | 0     | 0          |
| TERMINATED                   | 462    | 462      | 0      | 0     | 0          |
| IN FORCE                     | 15,872 | 15,872   | 0      | 0     | 0          |
| PREMIUMS PAID                | 117    | 117      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 80675 COMPANY: CROWN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 355,049 | 203,537  | 0      | 151,511 | 0          |
| ISSUED                       | 54,784  | 42,344   | 0      | 12,440  | 0          |
| TERMINATED                   | 14,251  | 15,853   | 0      | -1,602  | 0          |
| IN FORCE                     | 395,583 | 230,028  | 0      | 165,555 | 0          |
| PREMIUMS PAID                | 3,536   | 3,465    | 0      | 71      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,744   |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,103 | 1,746 | 356        |
| PREMIUMS EARNED | 1,684 | 1,734 | -50        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,926 | 1,797 | 128        |
| LOSSES INCURRED | 1,913 | 1,784 | 128        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 86126 COMPANY: CUDIS INSURANCE SOCIETY, INC.

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,889 | 0     | 2,888      |
| PREMIUMS EARNED | 2,709 | 0     | 2,708      |
| DIVIDENDS       | 214   | 0     | 214        |
| LOSSES PAID     | 3,784 | 0     | 3,784      |
| LOSSES INCURRED | 1,860 | 0     | 1,860      |

NAIC NO: 62626 COMPANY: CUNA MUTUAL INSURANCE SOCIETY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT    | GROUP     | INDUSTRIAL |
|------------------------------|-----------|----------|-----------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 3,835,661 | 15,540   | 2,420,172 | 1,399,948 | 0          |
| ISSUED                       | 602,218   | 2,411    | 444,872   | 154,934   | 0          |
| TERMINATED                   | 64,874    | 2,574    | -24,916   | 87,216    | 0          |
| IN FORCE                     | 4,373,005 | 15,377   | 2,889,961 | 1,467,667 | 0          |
| PREMIUMS PAID                | 13,395    | 99       | 8,775     | 4,520     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 526       |          |           |           |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 7,385 | 2,320 | 5,065      |
| PREMIUMS EARNED | 7,496 | 2,279 | 5,216      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,951 | 1,290 | 660        |
| LOSSES INCURRED | 4,779 | 1,369 | 3,409      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62634 COMPANY: DELAWARE AMERICAN LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 92,743 | 83,723   | 0      | 9,020 | 0          |
| ISSUED                       | 716    | 300      | 0      | 416   | 0          |
| TERMINATED                   | 31,676 | 29,075   | 0      | 2,601 | 0          |
| IN FORCE                     | 61,783 | 54,947   | 0      | 6,835 | 0          |
| PREMIUMS PAID                | 261    | 261      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 71    | 71    | 0          |
| PREMIUMS EARNED | 67    | 67    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 102   | 102   | 0          |
| LOSSES INCURRED | 113   | 113   | 0          |

NAIC NO: 65145 COMPANY: DELTA LIFE AND ANNUITY COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 572   | 572      | 0      | 0     | 0          |
| ISSUED                       | 478   | 478      | 0      | 0     | 0          |
| TERMINATED                   | 185   | 185      | 0      | 0     | 0          |
| IN FORCE                     | 865   | 865      | 0      | 0     | 0          |
| PREMIUMS PAID                | 68    | 68       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,519 |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 86045 COMPANY: DEPENDABLE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 872   | 872      | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 88    | 88       | 0      | 0     | 0          |
| IN FORCE                     | 784   | 784      | 0      | 0     | 0          |
| PREMIUMS PAID                | 15    | 15       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 93548 COMPANY: DREYFUS CONSUMER LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70688 COMPANY: DREYFUS LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 62707 COMPANY: DURHAM LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|---------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 552,584 | 252,620  | 199,604 | 94,696  | 5,663      |
| ISSUED                       | 297,894 | 60,971   | 236,922 | 0       | 0          |
| TERMINATED                   | 193,619 | 16,579   | 188,914 | -12,125 | 250        |
| IN FORCE                     | 656,859 | 297,011  | 247,612 | 106,821 | 5,412      |
| PREMIUMS PAID                | 7,531   | 3,051    | 4,091   | 286     | 101        |
| DIRECT ANNUITY/PREMIUMS PAID | 181     |          |         |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 6,914 | 2,396 | 4,518      |
| PREMIUMS EARNED | 5,650 | 2,436 | 3,214      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3,403 | 2,535 | 868        |
| LOSSES INCURRED | 4,042 | 2,818 | 1,224      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62804 COMPANY: EDUCATORS MUTUAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 28,314 | 2,871    | 0      | 25,442 | 0          |
| ISSUED                       | 14,167 | 105      | 0      | 14,062 | 0          |
| TERMINATED                   | -2,873 | 321      | 0      | -3,194 | 0          |
| IN FORCE                     | 45,355 | 2,654    | 0      | 42,700 | 0          |
| PREMIUMS PAID                | 187    | 55       | 0      | 131    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,685 | 3,667 | 18         |
| PREMIUMS EARNED | 3,639 | 3,621 | 18         |
| DIVIDENDS       | 26    | 26    | 0          |
| LOSSES PAID     | 3,071 | 3,060 | 10         |
| LOSSES INCURRED | 3,634 | 3,628 | 6          |

NAIC NO: 84174 COMPANY: EMPLOYEES LIFE COMPANY (MUTUAL)

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 657   | 657      | 0      | 0     | 0          |
| ISSUED                       | 19    | 19       | 0      | 0     | 0          |
| TERMINATED                   | -87   | -87      | 0      | 0     | 0          |
| IN FORCE                     | 764   | 764      | 0      | 0     | 0          |
| PREMIUMS PAID                | 26    | 26       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2     | 0     | 2          |
| PREMIUMS EARNED | 2     | 0     | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 6     | 0     | 6          |
| LOSSES INCURRED | 5     | 0     | 5          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62901 COMPANY: EMPLOYERS LIFE INSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 14,779 | 9,970    | 0      | 4,809 | 0          |
| ISSUED                       | 2,221  | 0        | 0      | 2,221 | 0          |
| TERMINATED                   | 2,648  | 1,879    | 0      | 1,569 | 0          |
| IN FORCE                     | 14,352 | 8,891    | 0      | 5,461 | 0          |
| PREMIUMS PAID                | 123    | 96       | 0      | 27    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 130    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 1     | 0     | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 62928 COMPANY: EMPLOYERS MODERN LIFE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,910 | 2,910    | 0      | 0     | 0          |
| ISSUED                       | 1,753 | 428      | 0      | 1,325 | 0          |
| TERMINATED                   | 920   | 920      | 0      | 0     | 0          |
| IN FORCE                     | 3,743 | 2,418    | 0      | 1,325 | 0          |
| PREMIUMS PAID                | 22    | 21       | 0      | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 20    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2     | 0     | 2          |
| PREMIUMS EARNED | 2     | 0     | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68276 COMPANY: EMPLOYERS REASSURANCE CORPORATION

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,023 | 1,023    | 0      | 0     | 0          |
| ISSUED                       | 662   | 662      | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 1,685 | 1,685    | 0      | 0     | 0          |
| PREMIUMS PAID                | 12    | 12       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 64149 COMPANY: EPIC LIFE INSURANCE COMPANY, THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62944 COMPANY: EQUITABLE LIFE ASSURANCE SOCIETY OF THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 5,428,787 | 2,142,530 | 0      | 3,286,256 | 0          |
| ISSUED                       | 785,953   | 601,617   | 0      | 184,336   | 0          |
| TERMINATED                   | 485,091   | 395,256   | 0      | 89,835    | 0          |
| IN FORCE                     | 5,729,649 | 2,348,892 | 0      | 3,380,757 | 0          |
| PREMIUMS PAID                | 35,607    | 26,184    | 0      | 9,422     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 36,592    |           |        |           |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 8,135 | 4,840 | 3,294      |
| PREMIUMS EARNED | 8,007 | 4,840 | 3,167      |
| DIVIDENDS       | 216   | 216   | 0          |
| LOSSES PAID     | 4,775 | 3,629 | 1,145      |
| LOSSES INCURRED | 5,090 | 3,596 | 1,493      |

NAIC NO: 62979 COMPANY: EQUITABLE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 106,051 | 104,811  | 0      | 1,240 | 0          |
| ISSUED                       | 20,458  | 20,458   | 0      | 0     | 0          |
| TERMINATED                   | 15,721  | 15,371   | 0      | 350   | 0          |
| IN FORCE                     | 110,788 | 109,898  | 0      | 898   | 0          |
| PREMIUMS PAID                | 1,075   | 1,071    | 0      | 4     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 613     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 25    | 0     | 25         |
| PREMIUMS EARNED | 26    | 0     | 26         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 7     | 0     | 7          |
| LOSSES INCURRED | 10    | 0     | 10         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62880 COMPANY: EQUITABLE OF COLORADO, INC.

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 21,157 | 21,157   | 0      | 0     | 0          |
| ISSUED                       | 5,785  | 5,785    | 0      | 0     | 0          |
| TERMINATED                   | -219   | -219     | 0      | 0     | 0          |
| IN FORCE                     | 27,162 | 27,162   | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,321  | 1,321    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 81361 COMPANY: EQUITABLE VARIABLE LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,543,640 | 2,543,640 | 0      | 0     | 0          |
| ISSUED                       | 652,479   | 652,479   | 0      | 0     | 0          |
| TERMINATED                   | 322,776   | 322,776   | 0      | 0     | 0          |
| IN FORCE                     | 2,873,343 | 2,873,343 | 0      | 0     | 0          |
| PREMIUMS PAID                | 40,706    | 40,706    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0         |           |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 73911 COMPANY: EQUITY BENEFIT LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 112   | 112      | 0      | 0     | 0          |
| ISSUED                       | 152   | 152      | 0      | 0     | 0          |
| TERMINATED                   | 35    | 35       | 0      | 0     | 0          |
| IN FORCE                     | 229   | 229      | 0      | 0     | 0          |
| PREMIUMS PAID                | 1     | 1        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 62987 COMPANY: EQUITY NATIONAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 374   | 374      | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 25    | 25       | 0      | 0     | 0          |
| IN FORCE                     | 349   | 349      | 0      | 0     | 0          |
| PREMIUMS PAID                | 40    | 40       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 235   | 0     | 235        |
| PREMIUMS EARNED | 235   | 0     | 235        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 164   | 0     | 164        |
| LOSSES INCURRED | 184   | 0     | 184        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70769 COMPANY: ERIE FAMILY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 185,829 | 177,653  | 0      | 8,176  | 0          |
| ISSUED                       | 80,291  | 76,444   | 0      | 3,847  | 0          |
| TERMINATED                   | 41,016  | 30,718   | 0      | 10,298 | 0          |
| IN FORCE                     | 225,104 | 223,379  | 0      | 1,725  | 0          |
| PREMIUMS PAID                | 1,119   | 1,063    | 0      | 56     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 347     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 66877 COMPANY: EXECUTIVE FUND LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,901 | 2,573    | 0      | 328   | 0          |
| ISSUED                       | 5,833 | 0        | 0      | 5,833 | 0          |
| TERMINATED                   | 2,210 | 179      | 0      | 2,031 | 0          |
| IN FORCE                     | 6,523 | 2,393    | 0      | 4,130 | 0          |
| PREMIUMS PAID                | 61    | 37       | 0      | 24    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 251   | 198   | 52         |
| PREMIUMS EARNED | 242   | 198   | 44         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 104   | 66    | 37         |
| LOSSES INCURRED | 16    | 40    | -23        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63010 COMPANY: EXECUTIVE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 818,362 | 783,062  | 0      | 35,300 | 0          |
| ISSUED                       | 187,939 | 173,064  | 0      | 14,875 | 0          |
| TERMINATED                   | 121,012 | 105,086  | 0      | 15,126 | 0          |
| IN FORCE                     | 885,289 | 850,240  | 0      | 35,049 | 0          |
| PREMIUMS PAID                | 9,862   | 8,968    | 0      | 894    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 402     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 61913 COMPANY: EXECUTIVE LIFE INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 80,074 | 80,074   | 0      | 0     | 0          |
| ISSUED                       | 5,938  | 5,938    | 0      | 0     | 0          |
| TERMINATED                   | 23,876 | 23,876   | 0      | 0     | 0          |
| IN FORCE                     | 62,136 | 62,136   | 0      | 0     | 0          |
| PREMIUMS PAID                | 176    | 176      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1980

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80322 COMPANY: FAMILY GUARDIAN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 26,617 | 0        | 391    | 26,225 | 0          |
| ISSUED                       | 8,628  | 0        | 471    | 8,157  | 0          |
| TERMINATED                   | 1,505  | 0        | 44     | 1,460  | 0          |
| IN FORCE                     | 33,741 | 0        | 818    | 32,923 | 0          |
| PREMIUMS PAID                | 84     | 0        | 6      | 77     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 63053 COMPANY: FAMILY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 160,383 | 147,806  | 0      | 12,577 | 0          |
| ISSUED                       | 44,723  | 44,132   | 0      | 591    | 0          |
| TERMINATED                   | 21,886  | 22,447   | 0      | -561   | 0          |
| IN FORCE                     | 183,220 | 169,491  | 0      | 13,729 | 0          |
| PREMIUMS PAID                | 8,617   | 8,522    | 0      | 94     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 5,299   |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 38    | 35    | 2          |
| PREMIUMS EARNED | 38    | 36    | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2     | 2     | 0          |
| LOSSES INCURRED | -7    | 2     | -9         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 74004 COMPANY: FAMILY SERVICE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 4,397 | 4,397    | 0      | 0     | 0          |
| ISSUED                       | 1,385 | 1,385    | 0      | 0     | 0          |
| TERMINATED                   | 552   | 552      | 0      | 0     | 0          |
| IN FORCE                     | 5,229 | 5,229    | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,142 | 1,142    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,032 |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 63193 COMPANY: FARMERS AND TRADERS LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 30,450 | 30,450   | 0      | 0     | 0          |
| ISSUED                       | 18,285 | 18,285   | 0      | 0     | 0          |
| TERMINATED                   | 16,674 | 16,674   | 0      | 0     | 0          |
| IN FORCE                     | 32,061 | 32,061   | 0      | 0     | 0          |
| PREMIUMS PAID                | 286    | 286      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 5      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 1     | 0     | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67695 COMPANY: FEDERAL HOME LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 195,763 | 131,146  | 0      | 64,616 | 0          |
| ISSUED                       | 86,065  | 38,810   | 0      | 47,254 | 0          |
| TERMINATED                   | 50,740  | 19,088   | 0      | 31,651 | 0          |
| IN FORCE                     | 231,088 | 150,868  | 0      | 80,219 | 0          |
| PREMIUMS PAID                | 1,657   | 1,311    | 0      | 346    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,526   |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,991 | 1,859 | 132        |
| PREMIUMS EARNED | 2,327 | 2,171 | 156        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,278 | 1,163 | 114        |
| LOSSES INCURRED | 1,959 | 2,033 | -73        |

NAIC NO: 63207 COMPANY: FEDERAL KEMPER LIFE ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 922,704   | 860,133   | 0      | 62,571 | 0          |
| ISSUED                       | 351,859   | 351,859   | 0      | 0      | 0          |
| TERMINATED                   | 194,418   | 131,847   | 0      | 62,571 | 0          |
| IN FORCE                     | 1,080,145 | 1,080,145 | 0      | 0      | 0          |
| PREMIUMS PAID                | 4,091     | 4,078     | 0      | 12     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 5,234     |           |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63223 COMPANY: FEDERAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,804 | 2,804    | 0      | 0     | 0          |
| ISSUED                       | 856   | 856      | 0      | 0     | 0          |
| TERMINATED                   | -62   | -62      | 0      | 0     | 0          |
| IN FORCE                     | 3,722 | 3,722    | 0      | 0     | 0          |
| PREMIUMS PAID                | 33    | 33       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 63258 COMPANY: FEDERATED LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 145,838 | 111,508  | 0      | 34,330 | 0          |
| ISSUED                       | 33,616  | 27,287   | 0      | 6,329  | 0          |
| TERMINATED                   | 11,198  | 11,198   | 0      | 0      | 0          |
| IN FORCE                     | 168,256 | 127,597  | 0      | 40,659 | 0          |
| PREMIUMS PAID                | 1,330   | 1,110    | 0      | 219    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 665     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 106   | 0     | 106        |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 4     | 0     | 4          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63274 COMPANY: FIDELITY AND GUARANTY LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 334,260 | 218,573  | 0      | 115,687 | 0          |
| ISSUED                       | 149,911 | 77,365   | 0      | 72,545  | 0          |
| TERMINATED                   | 43,481  | 37,010   | 0      | 6,463   | 0          |
| IN FORCE                     | 440,690 | 258,921  | 0      | 181,769 | 0          |
| PREMIUMS PAID                | 5,398   | 4,669    | 0      | 729     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 15,937  |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 211   | 211   | 0          |
| PREMIUMS EARNED | 221   | 220   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 40    | 40    | 0          |
| LOSSES INCURRED | 40    | 40    | 0          |

NAIC NO: 93696 COMPANY: FIDELITY INVESTMENTS LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 82    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63290 COMPANY: FIDELITY LIFE ASSOCIATION A

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 5,089 | 5,089    | 0      | 0     | 0          |
| ISSUED                       | 101   | 101      | 0      | 0     | 0          |
| TERMINATED                   | 221   | 221      | 0      | 0     | 0          |
| IN FORCE                     | 4,969 | 4,969    | 0      | 0     | 0          |
| PREMIUMS PAID                | 95    | 85       | 0      | 9     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 63304 COMPANY: FIDELITY MUTUAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 111,920 | 90,823   | 0      | 21,096 | 0          |
| ISSUED                       | 60,319  | 12,659   | 0      | 47,659 | 0          |
| TERMINATED                   | 10,899  | 10,899   | 0      | 0      | 0          |
| IN FORCE                     | 161,339 | 92,583   | 0      | 68,755 | 0          |
| PREMIUMS PAID                | 2,156   | 1,822    | 0      | 334    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 309     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 482   | 411   | 70         |
| PREMIUMS EARNED | 459   | 389   | 70         |
| DIVIDENDS       | 4     | 0     | 4          |
| LOSSES PAID     | 41    | 0     | 41         |
| LOSSES INCURRED | 4     | 0     | 4          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71870 COMPANY: FIDELITY SECURITY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 15,537 | 5,018    | 0      | 10,519 | 0          |
| ISSUED                       | 15,163 | 125      | 0      | 15,037 | 0          |
| TERMINATED                   | 3,256  | 248      | 0      | 3,007  | 0          |
| IN FORCE                     | 27,444 | 4,895    | 0      | 22,549 | 0          |
| PREMIUMS PAID                | 219    | 29       | 0      | 189    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 699   | 699   | 0          |
| PREMIUMS EARNED | 684   | 684   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 313   | 313   | 0          |
| LOSSES INCURRED | 319   | 319   | 0          |

NAIC NO: 93246 COMPANY: FIDELITY STANDARD LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 92509 COMPANY: FIDELITY UNION LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 349,487 | 349,487  | 0      | 0     | 0          |
| ISSUED                       | 66,378  | 66,378   | 0      | 0     | 0          |
| TERMINATED                   | 34,701  | 34,701   | 0      | 0     | 0          |
| IN FORCE                     | 381,164 | 381,164  | 0      | 0     | 0          |
| PREMIUMS PAID                | 3,250   | 3,250    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 86      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 92657 COMPANY: FINANCIAL HORIZONS LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65447 COMPANY: FIRST CAPITAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 336,932 | 336,932  | 0      | 0     | 0          |
| ISSUED                       | 56,340  | 56,340   | 0      | 0     | 0          |
| TERMINATED                   | 30,553  | 30,553   | 0      | 0     | 0          |
| IN FORCE                     | 362,719 | 362,719  | 0      | 0     | 0          |
| PREMIUMS PAID                | 3,987   | 3,987    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 44      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 68489 COMPANY: FIRST COMMONWEALTH LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 101,442 | 101,442  | 0      | 0     | 0          |
| ISSUED                       | 4,043   | 4,043    | 0      | 0     | 0          |
| TERMINATED                   | 9,816   | 9,816    | 0      | 0     | 0          |
| IN FORCE                     | 95,669  | 95,669   | 0      | 0     | 0          |
| PREMIUMS PAID                | 392     | 392      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 132     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64696 COMPANY: FIRST CONTINENTAL LIFE &amp; ACCIDENT

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 28,500 | 28,500   | 0      | 0      | 0          |
| ISSUED                       | 36,572 | 468      | 0      | 36,103 | 0          |
| TERMINATED                   | 2,473  | 2,473    | 0      | 0      | 0          |
| IN FORCE                     | 62,598 | 26,495   | 0      | 36,103 | 0          |
| PREMIUMS PAID                | 560    | 407      | 17     | 134    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 34     |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 764   | 206   | 557        |
| PREMIUMS EARNED | 607   | 90    | 596        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 409   | 73    | 335        |
| LOSSES INCURRED | 356   | 16    | 340        |

NAIC NO: 93467 COMPANY: FIRST DELAWARE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,001 | 3,001    | 0      | 0     | 0          |
| ISSUED                       | 6,298 | 6,298    | 0      | 0     | 0          |
| TERMINATED                   | 78    | 78       | 0      | 0     | 0          |
| IN FORCE                     | 9,221 | 9,221    | 0      | 0     | 0          |
| PREMIUMS PAID                | 35    | 35       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 81213 COMPANY: FIRST EQUICOR LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 7     | 0     | 7          |
| PREMIUMS EARNED | 7     | 0     | 7          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 6     | 6     | 0          |
| LOSSES INCURRED | 6     | 6     | 0          |

NAIC NO: 60003 COMPANY: FIRST INTERNATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 47,028 | 20,105   | 0      | 26,923 | 0          |
| ISSUED                       | 5,920  | 5,920    | 0      | 0      | 0          |
| TERMINATED                   | 7,382  | 7,220    | 0      | 161    | 0          |
| IN FORCE                     | 45,566 | 18,805   | 0      | 26,761 | 0          |
| PREMIUMS PAID                | 52     | 52       | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1     | 1     | 0          |
| LOSSES INCURRED | 1     | 1     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63495 COMPANY: FIRST INVESTORS LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 33,184 | 27,438   | 0      | 5,746 | 0          |
| ISSUED                       | 15,948 | 15,415   | 0      | 533   | 0          |
| TERMINATED                   | 8,477  | 8,468    | 0      | 9     | 0          |
| IN FORCE                     | 40,655 | 34,384   | 0      | 6,271 | 0          |
| PREMIUMS PAID                | 421    | 421      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 816    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2     | 0     | 2          |
| PREMIUMS EARNED | 2     | 0     | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 74217 COMPANY: FIRST LIFE ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 10,405 | 6,621    | 3,784  | 0     | 0          |
| ISSUED                       | 5,199  | 485      | 4,714  | 0     | 0          |
| TERMINATED                   | 4,020  | 344      | 3,676  | 0     | 0          |
| IN FORCE                     | 11,584 | 6,762    | 4,822  | 0     | 0          |
| PREMIUMS PAID                | 65     | 21       | 44     | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 13     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 69    | 0     | 69         |
| PREMIUMS EARNED | 48    | 0     | 48         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 16    | 0     | 16         |
| LOSSES INCURRED | 34    | 0     | 34         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63525 COMPANY: FIRST NATIONAL LIFE INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 5,544 | 5,544    | 0      | 0     | 0          |
| ISSUED                       | 550   | 550      | 0      | 0     | 0          |
| TERMINATED                   | 1,060 | 1,060    | 0      | 0     | 0          |
| IN FORCE                     | 5,033 | 5,033    | 0      | 0     | 0          |
| PREMIUMS PAID                | 79    | 79       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 4     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 67652 COMPANY: FIRST PENN-PACIFIC LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 303,037 | 303,037  | 0      | 0     | 0          |
| ISSUED                       | 5,917   | 5,917    | 0      | 0     | 0          |
| TERMINATED                   | 23,726  | 23,726   | 0      | 0     | 0          |
| IN FORCE                     | 285,228 | 285,228  | 0      | 0     | 0          |
| PREMIUMS PAID                | 2,217   | 2,217    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 77984 COMPANY: FIRST VARIABLE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 116   |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 69051 COMPANY: FIRSTMARK STANDARD LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 5,453 | 2,160    | 24     | 3,268 | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 3,265 | -27      | 24     | 3,268 | 0          |
| IN FORCE                     | 2,187 | 2,187    | 0      | 0     | 0          |
| PREMIUMS PAID                | 122   | 115      | 0      | 6     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 5     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 79    | 57    | 12         |
| PREMIUMS EARNED | 73    | 60    | 12         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 71    | 71    | 0          |
| LOSSES INCURRED | 30    | 30    | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63576 COMPANY: FORD LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|---------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 462,896 | 5,095    | 457,801 | 0     | 0          |
| ISSUED                       | 57,332  | 106      | 57,225  | 0     | 0          |
| TERMINATED                   | -494    | -494     | 0       | 0     | 0          |
| IN FORCE                     | 520,723 | 5,696    | 515,027 | 0     | 0          |
| PREMIUMS PAID                | 7,088   | 68       | 7,020   | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 6,880 | 0     | 6,880      |
| PREMIUMS EARNED | 5,439 | 0     | 5,439      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,658 | 0     | 1,658      |
| LOSSES INCURRED | 1,969 | 0     | 1,969      |

NAIC NO: 71439 COMPANY: FOREMOST LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|---------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 115,604 | 1,035    | 114,376 | 193   | 0          |
| ISSUED                       | 22,034  | 0        | 21,955  | 79    | 0          |
| TERMINATED                   | 49,984  | 286      | 49,711  | -13   | 0          |
| IN FORCE                     | 87,654  | 749      | 86,620  | 285   | 0          |
| PREMIUMS PAID                | 530     | 0        | 523     | 6     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 345   | 0     | 345        |
| PREMIUMS EARNED | 770   | 0     | 770        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 232   | 0     | 232        |
| LOSSES INCURRED | 177   | 0     | 177        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 91642 COMPANY: FORETHOUGHT LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 760   | 760      | 0      | 0     | 0          |
| ISSUED                       | 2,208 | 2,208    | 0      | 0     | 0          |
| TERMINATED                   | 177   | 177      | 0      | 0     | 0          |
| IN FORCE                     | 2,791 | 2,791    | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,681 | 1,681    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 71129 COMPANY: FORT DEARBORN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 56,291  | 280      | 0      | 56,011  | 0          |
| ISSUED                       | 29,928  | 3,359    | 0      | 25,669  | 0          |
| TERMINATED                   | -17,898 | -118     | 0      | -17,780 | 0          |
| IN FORCE                     | 103,217 | 3,757    | 0      | 99,460  | 0          |
| PREMIUMS PAID                | 350     | 10       | 0      | 339     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 79    | 79    | 0          |
| PREMIUMS EARNED | 79    | 79    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 32    | 32    | 0          |
| LOSSES INCURRED | 32    | 32    | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61622 COMPANY: FRANKLIN LIFE INSURANCE COMPANY THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 347,750 | 317,510  | 0      | 30,232 | 0          |
| ISSUED                       | 81,583  | 78,950   | 0      | 2,624  | 0          |
| TERMINATED                   | 36,628  | 36,373   | 0      | 255    | 0          |
| IN FORCE                     | 392,705 | 360,102  | 0      | 32,602 | 0          |
| PREMIUMS PAID                | 4,062   | 4,050    | 0      | 3      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,994   |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 202   | 22    | 179        |
| PREMIUMS EARNED | 202   | 21    | 180        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 50    | 21    | 36         |
| LOSSES INCURRED | 164   | 26    | 137        |

NAIC NO: 62324 COMPANY: FREEDOM LIFE INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

MAIC NO: 99260 COMPANY: FRONTIER NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

MAIC NO: 63657 COMPANY: GARDEN STATE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL    | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|----------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 22,194   | 21,690   | 0      | 504   | 0          |
| ISSUED                       | 98,298   | 96,861   | 0      | 1,437 | 0          |
| TERMINATED                   | -300,454 | -300,615 | 0      | 161   | 0          |
| IN FORCE                     | 420,948  | 419,168  | 0      | 1,700 | 0          |
| PREMIUMS PAID                | 427      | 424      | 0      | 3     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0        |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3     | 0     | 3          |
| PREMIUMS EARNED | 5     | 0     | 5          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2     | 0     | 2          |
| LOSSES INCURRED | 2     | 0     | 2          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 97829 COMPANY: GEICO ANNUITY AND INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 315,515 | 315,515  | 0      | 0     | 0          |
| ISSUED                       | 39,604  | 39,604   | 0      | 0     | 0          |
| TERMINATED                   | 355,119 | 355,119  | 0      | 0     | 0          |
| IN FORCE                     | 0       | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 698     | 698      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 63665 COMPANY: GENERAL AMERICAN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 1,067,321 | 492,036  | 0      | 575,285 | 0          |
| ISSUED                       | 417,430   | 152,065  | 0      | 265,365 | 0          |
| TERMINATED                   | 54,692    | 32,631   | 0      | 22,061  | 0          |
| IN FORCE                     | 1,430,059 | 611,470  | 0      | 818,588 | 0          |
| PREMIUMS PAID                | 12,193    | 10,561   | 0      | 1,631   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 420       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,603 | 3,182 | 420        |
| PREMIUMS EARNED | 3,739 | 3,340 | 399        |
| DIVIDENDS       | 41    | 41    | 0          |
| LOSSES PAID     | 2,224 | 2,135 | 89         |
| LOSSES INCURRED | 2,333 | 2,183 | 150        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 93521 COMPANY: GENERAL FIDELITY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 657   | 0        | 657    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 311   | 311   | 0          |
| PREMIUMS EARNED | 317   | 317   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 166   | 166   | 0          |
| LOSSES INCURRED | 317   | 317   | 0          |

NAIC NO: 63703 COMPANY: GENERAL LIFE INSURANCE CORPORATION OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 80,329 | 79,833   | 0      | 496   | 0          |
| ISSUED                       | 1,540  | 1,540    | 0      | 0     | 0          |
| TERMINATED                   | 32,002 | 31,609   | 0      | 393   | 0          |
| IN FORCE                     | 49,867 | 49,763   | 0      | 103   | 0          |
| PREMIUMS PAID                | 552    | 546      | 0      | 5     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63762 COMPANY: GENERAL SERVICES LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 17,237 | 11,263   | 0      | 5,974  | 0          |
| ISSUED                       | 33,477 | 0        | 0      | 33,477 | 0          |
| TERMINATED                   | 3,720  | 1,210    | 0      | 2,510  | 0          |
| IN FORCE                     | 46,994 | 10,053   | 0      | 36,941 | 0          |
| PREMIUMS PAID                | 11,161 | 172      | 0      | 10,989 | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 63770 COMPANY: GEORGE WASHINGTON LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 9,705 | 2,063    | 5,314  | 2,326 | 0          |
| ISSUED                       | 25    | 0        | 0      | 25    | 0          |
| TERMINATED                   | 4,672 | 112      | 3,324  | 1,235 | 0          |
| IN FORCE                     | 5,058 | 1,951    | 1,990  | 1,117 | 0          |
| PREMIUMS PAID                | 202   | 120      | 0      | 61    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 247   | 85    | 162        |
| PREMIUMS EARNED | 248   | 84    | 164        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 108   | 4     | 104        |
| LOSSES INCURRED | 106   | 4     | 101        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63797 COMPANY: GEORGIA INTERNATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 24,392 | 20,386   | 0      | 4,005 | 0          |
| ISSUED                       | 2,456  | 2,456    | 0      | 0     | 0          |
| TERMINATED                   | 8,778  | 4,772    | 0      | 4,005 | 0          |
| IN FORCE                     | 18,070 | 18,070   | 0      | 0     | 0          |
| PREMIUMS PAID                | 163    | 152      | 0      | 11    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 194   | 188   | 6          |
| PREMIUMS EARNED | 194   | 188   | 6          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 245   | 243   | 2          |
| LOSSES INCURRED | 177   | 173   | 3          |

NAIC NO: 70939 COMPANY: GERBER LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 29,253 | 24,959   | 0      | 4,293 | 0          |
| ISSUED                       | 20,862 | 18,610   | 0      | 2,252 | 0          |
| TERMINATED                   | 14,345 | 13,089   | 0      | 1,256 | 0          |
| IN FORCE                     | 35,770 | 30,480   | 0      | 5,289 | 0          |
| PREMIUMS PAID                | 317    | 210      | 0      | 99    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 25    | 0     | 25         |
| PREMIUMS EARNED | 23    | 0     | 23         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 7     | 0     | 7          |
| LOSSES INCURRED | 6     | 0     | 6          |

NOTE: 4(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63819 COMPANY: GERMANTOWN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,858 | 1,100    | 0      | 1,758 | 0          |
| ISSUED                       | 4     | 4        | 0      | 0     | 0          |
| TERMINATED                   | 481   | 401      | 0      | 80    | 0          |
| IN FORCE                     | 2,381 | 703      | 0      | 1,677 | 0          |
| PREMIUMS PAID                | 29    | 4        | 0      | 15    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 91472 COMPANY: GLOBE LIFE AND ACCIDENT INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 632,477 | 631,746  | 731    | 0     | 0          |
| ISSUED                       | 119,696 | 119,304  | 391    | 0     | 0          |
| TERMINATED                   | 30,808  | 30,104   | 704    | 0     | 0          |
| IN FORCE                     | 721,364 | 720,946  | 418    | 0     | 0          |
| PREMIUMS PAID                | 4,537   | 4,537    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,637 | 0     | 1,637      |
| PREMIUMS EARNED | 1,568 | 0     | 1,568      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 900   | 0     | 900        |
| LOSSES INCURRED | 942   | 0     | 942        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63894 COMPANY: GLOBE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT    | GROUP | INDUSTRIAL |
|------------------------------|-----------|----------|-----------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,055,237 | 854,600  | 1,199,423 | 726   | 488        |
| ISSUED                       | 594,443   | -509     | 594,952   | 0     | 0          |
| TERMINATED                   | 787,956   | 120,955  | 666,470   | 544   | -15        |
| IN FORCE                     | 1,861,724 | 733,135  | 1,127,904 | 181   | 503        |
| PREMIUMS PAID                | 17,831    | 5,580    | 12,250    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 67        |          |           |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP | INDIVIDUAL |
|-----------------|--------|-------|------------|
| PREMIUMS PAID   | 14,367 | 0     | 14,367     |
| PREMIUMS EARNED | 15,530 | 0     | 15,530     |
| DIVIDENDS       | 0      | 0     | 0          |
| LOSSES PAID     | 4,050  | 0     | 4,050      |
| LOSSES INCURRED | 5,357  | 0     | 5,357      |

NAIC NO: 80942 COMPANY: GOLDEN AMERICAN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62286 COMPANY: GOLDEN RULE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 43,516 | 36,150   | 0      | 7,366  | 0          |
| ISSUED                       | 73,356 | 72,940   | 0      | 415    | 0          |
| TERMINATED                   | 36,249 | 45,655   | 0      | -9,405 | 0          |
| IN FORCE                     | 80,623 | 63,435   | 0      | 17,188 | 0          |
| PREMIUMS PAID                | 378    | 284      | 0      | 94     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,618  |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 6,856 | 1,554 | 5,301      |
| PREMIUMS EARNED | 6,905 | 1,578 | 5,326      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 4,020 | 1,214 | 2,806      |
| LOSSES INCURRED | 4,345 | 1,257 | 3,087      |

NAIC NO: 63924 COMPANY: GOLDEN STATE MUTUAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63967 COMPANY: GOVERNMENT PERSONNEL MUTUAL LIFE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 168,368 | 168,368  | 0      | 0     | 0          |
| ISSUED                       | 26,878  | 26,878   | 0      | 0     | 0          |
| TERMINATED                   | 15,063  | 15,063   | 0      | 0     | 0          |
| IN FORCE                     | 180,183 | 180,183  | 0      | 0     | 0          |
| PREMIUMS PAID                | 2,838   | 2,838    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 348     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 5     | 0     | 5          |
| PREMIUMS EARNED | 5     | 0     | 5          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3     | 0     | 3          |
| LOSSES INCURRED | -2    | 0     | -2         |

NAIC NO: 63312 COMPANY: GREAT AMERICAN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 23,357 | 23,346   | 0      | 11    | 0          |
| ISSUED                       | 275    | 275      | 0      | 0     | 0          |
| TERMINATED                   | 2,541  | 2,538    | 0      | 3     | 0          |
| IN FORCE                     | 21,091 | 21,083   | 0      | 8     | 0          |
| PREMIUMS PAID                | 135    | 135      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,792  |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 19    | 0     | 19         |
| PREMIUMS EARNED | 21    | 0     | 21         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 26    | 0     | 26         |
| LOSSES INCURRED | 33    | 0     | 33         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64017 COMPANY: GREAT AMERICAN RESERVE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 11,133 | 10,507   | 0      | 626   | 0          |
| ISSUED                       | 393    | 179      | 0      | 214   | 0          |
| TERMINATED                   | 237    | -396     | 0      | 633   | 0          |
| IN FORCE                     | 11,289 | 11,083   | 0      | 206   | 0          |
| PREMIUMS PAID                | 101    | 98       | 0      | 3     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,081  |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 74    | 70    | 4          |
| PREMIUMS EARNED | 77    | 73    | 4          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 49    | 49    | 0          |
| LOSSES INCURRED | 49    | 49    | 0          |

NAIC NO: 94366 COMPANY: GREAT NORTHERN INSURED ANNUITY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 15    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 90212 COMPANY: GREAT SOUTHERN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 287,480 | 286,760  | 0      | 720   | 0          |
| ISSUED                       | 93,344  | 92,166   | 0      | 1,178 | 0          |
| TERMINATED                   | 34,793  | 34,793   | 0      | 0     | 0          |
| IN FORCE                     | 346,032 | 344,134  | 0      | 1,898 | 0          |
| PREMIUMS PAID                | 2,720   | 2,714    | 0      | 5     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 22      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 119   | 119   | 0          |
| PREMIUMS EARNED | 119   | 119   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 105   | 105   | 0          |
| LOSSES INCURRED | 117   | 117   | 0          |

NAIC NO: 68322 COMPANY: GREAT WEST LIFE & ANNUITY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 529   |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80705 COMPANY: GREAT-WEST LIFE ASSURANCE COMPANY THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 858,439   | 141,053  | 0      | 717,385 | 0          |
| ISSUED                       | 106,593   | 32,448   | 0      | 74,144  | 0          |
| TERMINATED                   | -127,515  | -367,681 | 0      | 240,165 | 0          |
| IN FORCE                     | 1,092,548 | 541,183  | 0      | 551,364 | 0          |
| PREMIUMS PAID                | 40,712    | 39,698   | 0      | 1,013   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,608     |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 995   | 913   | 81         |
| PREMIUMS EARNED | 898   | 815   | 83         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 751   | 739   | 12         |
| LOSSES INCURRED | 756   | 756   | 0          |

NAIC NO: 93440 COMPANY: GROUPAMERICA INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 97,208  | 0        | 0      | 97,208  | 0          |
| ISSUED                       | 256,735 | 0        | 0      | 256,735 | 0          |
| TERMINATED                   | 846     | 0        | 0      | 846     | 0          |
| IN FORCE                     | 353,097 | 0        | 0      | 353,097 | 0          |
| PREMIUMS PAID                | 618     | 0        | 0      | 618     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,367 | 1,367 | 0          |
| PREMIUMS EARNED | 1,377 | 1,377 | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 227   | 227   | 0          |
| LOSSES INCURRED | 1,104 | 1,104 | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64203 COMPANY: GUARANTEE RESERVE LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 17,040 | 17,040   | 0      | 0     | 0          |
| ISSUED                       | 5,401  | 5,401    | 0      | 0     | 0          |
| TERMINATED                   | 4,221  | 4,221    | 0      | 0     | 0          |
| IN FORCE                     | 18,220 | 18,220   | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,015  | 1,015    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 103   | 0     | 103        |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 74    | 0     | 74         |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 84271 COMPANY: GUARANTEE SECURITY LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,222 | 2,222    | 0      | 0     | 0          |
| ISSUED                       | 525   | 525      | 0      | 0     | 0          |
| TERMINATED                   | 170   | 170      | 0      | 0     | 0          |
| IN FORCE                     | 2,576 | 2,576    | 0      | 0     | 0          |
| PREMIUMS PAID                | 208   | 208      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 7,163 |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64211 COMPANY: GUARANTEE TRUST LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 56,854 | 56,829   | 0      | 25    | 0          |
| ISSUED                       | 22,505 | 22,505   | 0      | 0     | 0          |
| TERMINATED                   | 20,166 | 20,166   | 0      | 0     | 0          |
| IN FORCE                     | 59,193 | 59,168   | 0      | 25    | 0          |
| PREMIUMS PAID                | 351    | 351      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 37     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,195 | 94    | 1,100      |
| PREMIUMS EARNED | 1,158 | 50    | 1,108      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 661   | 1     | 660        |
| LOSSES INCURRED | 767   | 8     | 759        |

NAIC NO: 78778 COMPANY: GUARDIAN INSURANCE & ANNUITY COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 10,879 | 10,879   | 0      | 0     | 0          |
| ISSUED                       | 737    | 737      | 0      | 0     | 0          |
| TERMINATED                   | 85     | 85       | 0      | 0     | 0          |
| IN FORCE                     | 11,531 | 11,531   | 0      | 0     | 0          |
| PREMIUMS PAID                | 191    | 191      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 612    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64246 COMPANY: GUARDIAN LIFE INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 1,155,567 | 453,037  | 0      | 702,530 | 0          |
| ISSUED                       | 470,716   | 180,231  | 0      | 290,485 | 0          |
| TERMINATED                   | 165,479   | 46,283   | 0      | 119,196 | 0          |
| IN FORCE                     | 1,460,804 | 586,985  | 0      | 873,819 | 0          |
| PREMIUMS PAID                | 11,837    | 8,945    | 0      | 2,892   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0         |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 24,970 | 24,426 | 544        |
| PREMIUMS EARNED | 24,888 | 24,364 | 523        |
| DIVIDENDS       | 26     | 1      | 24         |
| LOSSES PAID     | 19,680 | 19,546 | 133        |
| LOSSES INCURRED | 21,514 | 21,514 | 0          |

NAIC NO: 64270 COMPANY: GULF LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 621,015 | 596,482  | 0      | 3,047 | 21,485     |
| ISSUED                       | 158,565 | 158,565  | 0      | 0     | 0          |
| TERMINATED                   | 161,190 | 157,948  | 0      | 2,303 | 939        |
| IN FORCE                     | 618,389 | 597,099  | 0      | 744   | 20,546     |
| PREMIUMS PAID                | 11,229  | 10,942   | 0      | 0     | 286        |
| DIRECT ANNUITY/PREMIUMS PAID | 149     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,975 | 482   | 2,493      |
| PREMIUMS EARNED | 2,945 | 484   | 2,461      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,500 | 173   | 1,326      |
| LOSSES INCURRED | 1,548 | 173   | 1,375      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 93777 COMPANY: HAMILTON NATIONAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 64327 COMPANY: HARLEYSVILLE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 121,422 | 118,829  | 0      | 2,592 | 0          |
| ISSUED                       | 19,765  | 18,025   | 0      | 1,740 | 0          |
| TERMINATED                   | 20,456  | 19,176   | 0      | 1,280 | 0          |
| IN FORCE                     | 120,731 | 117,679  | 0      | 3,052 | 0          |
| PREMIUMS PAID                | 942     | 930      | 0      | 12    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 383     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 17    | 4     | 13         |
| PREMIUMS EARNED | 18    | 4     | 13         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 20    | 1     | 18         |
| LOSSES INCURRED | 44    | 1     | 42         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

MAIC NO: 70815 COMPANY: HARTFORD LIFE AND ACCIDENT INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 822,271 | 172,249  | 0      | 650,022 | 0          |
| ISSUED                       | 325,007 | 48,670   | 0      | 276,337 | 0          |
| TERMINATED                   | 362,196 | 4,171    | 0      | 358,024 | 0          |
| IN FORCE                     | 785,082 | 216,747  | 0      | 568,335 | 0          |
| PREMIUMS PAID                | 3,797   | 2,300    | 0      | 1,497   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,367 | 1,338 | 28         |
| PREMIUMS EARNED | -2    | -31   | 28         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,728 | 1,728 | 0          |
| LOSSES INCURRED | 784   | 784   | 0          |

MAIC NO: 88072 COMPANY: HARTFORD LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 366,426 | 21,763   | 0      | 344,662 | 0          |
| ISSUED                       | 19,498  | 750      | 0      | 18,748  | 0          |
| TERMINATED                   | 27,025  | 1,810    | 0      | 25,215  | 0          |
| IN FORCE                     | 358,898 | 20,702   | 0      | 338,196 | 0          |
| PREMIUMS PAID                | 1,449   | 472      | 0      | 977     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,748   |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4,039 | 4,038 | 0          |
| PREMIUMS EARNED | 4,031 | 4,031 | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 4,204 | 4,204 | 0          |
| LOSSES INCURRED | 3,858 | 3,858 | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 81078 COMPANY: HEALTH INSURANCE OF VERMONT INC

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 248   | 0     | 248        |
| PREMIUMS EARNED | 248   | 0     | 248        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 49    | 0     | 49         |
| LOSSES INCURRED | 47    | 0     | 47         |

NAIC NO: 64394 COMPANY: HERITAGE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 10,282 | 0        | 10,282 | 0     | 0          |
| ISSUED                       | 660    | 0        | 660    | 0     | 0          |
| TERMINATED                   | 3,505  | 0        | 3,505  | 0     | 0          |
| IN FORCE                     | 7,437  | 0        | 7,437  | 0     | 0          |
| PREMIUMS PAID                | 16     | 0        | 16     | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 15    | 0     | 15         |
| PREMIUMS EARNED | 30    | 0     | 30         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 21    | 0     | 21         |
| LOSSES INCURRED | 6     | 0     | 6          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67369 COMPANY: HOME LIFE FINANCIAL ASSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 115,790 | 115,790  | 0      | 0     | 0          |
| ISSUED                       | 25,010  | 25,010   | 0      | 0     | 0          |
| TERMINATED                   | 13,649  | 13,649   | 0      | 0     | 0          |
| IN FORCE                     | 127,151 | 127,151  | 0      | 0     | 0          |
| PREMIUMS PAID                | 774     | 774      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 103     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 64440 COMPANY: HOME LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 723,916 | 335,740  | 0      | 388,167 | 0          |
| ISSUED                       | 127,560 | 89,043   | 0      | 38,517  | 0          |
| TERMINATED                   | 77,510  | 36,007   | 0      | 41,502  | 0          |
| IN FORCE                     | 773,966 | 388,783  | 0      | 385,182 | 0          |
| PREMIUMS PAID                | 7,636   | 6,591    | 0      | 1,044   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 100     |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,998 | 3,809 | 188        |
| PREMIUMS EARNED | 3,652 | 3,652 | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,544 | 2,541 | 2          |
| LOSSES INCURRED | 2,457 | 2,455 | 2          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64459 COMPANY: HOME MUTUAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 749   | 721      | 0      | 0     | 27         |
| ISSUED                       | 261   | 242      | 0      | 0     | 19         |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 1,011 | 963      | 0      | 0     | 47         |
| PREMIUMS PAID                | 21    | 18       | 0      | 0     | 2          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 64467 COMPANY: HOME OWNERS LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 42    | 42       | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 1     | 1        | 0      | 0     | 0          |
| IN FORCE                     | 40    | 40       | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64505 COMPANY: HOMESTEADERS LIFE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 261   | 261      | 0      | 0     | 0          |
| ISSUED                       | 398   | 398      | 0      | 0     | 0          |
| TERMINATED                   | 19    | 19       | 0      | 0     | 0          |
| IN FORCE                     | 641   | 641      | 0      | 0     | 0          |
| PREMIUMS PAID                | 23    | 23       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 64513 COMPANY: HORACE MANN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 276,017 | 233,590  | 0      | 42,426 | 0          |
| ISSUED                       | 47,473  | 47,473   | 0      | 0      | 0          |
| TERMINATED                   | 29,645  | 31,642   | 0      | -1,996 | 0          |
| IN FORCE                     | 293,844 | 249,422  | 0      | 44,422 | 0          |
| PREMIUMS PAID                | 2,678   | 2,677    | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 6,733   |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,671 | 1,515 | 156        |
| PREMIUMS EARNED | 1,909 | 1,747 | 162        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,444 | 1,348 | 96         |
| LOSSES INCURRED | 1,500 | 1,403 | 97         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62189 COMPANY: HUMANA INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3     | 3        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 3     | 3        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,397 | 1,397 | 0          |
| PREMIUMS EARNED | 1,502 | 1,502 | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,792 | 1,792 | 0          |
| LOSSES INCURRED | 1,513 | 1,513 | 0          |

NAIC NO: 97764 COMPANY: IDEALIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 250   | 250      | 0      | 0     | 0          |
| ISSUED                       | 25    | 25       | 0      | 0     | 0          |
| TERMINATED                   | 250   | 250      | 0      | 0     | 0          |
| IN FORCE                     | 25    | 25       | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65005 COMPANY: IDS LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 516,723 | 509,736  | 0      | 6,986 | 0          |
| ISSUED                       | 149,983 | 146,793  | 0      | 3,190 | 0          |
| TERMINATED                   | 58,072  | 55,602   | 0      | 2,469 | 0          |
| IN FORCE                     | 608,634 | 600,926  | 0      | 7,707 | 0          |
| PREMIUMS PAID                | 6,590   | 6,535    | 0      | 55    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 29,922  |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,103 | 531   | 631        |
| PREMIUMS EARNED | 1,266 | 640   | 625        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 424   | 340   | 84         |
| LOSSES INCURRED | 494   | 409   | 84         |

NAIC NO: 67415 COMPANY: INA LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 222,042 | 222,042  | 0      | 0     | 0          |
| ISSUED                       | 40,535  | 40,535   | 0      | 0     | 0          |
| TERMINATED                   | 5,089   | 5,089    | 0      | 0     | 0          |
| IN FORCE                     | 257,488 | 257,488  | 0      | 0     | 0          |
| PREMIUMS PAID                | 2,749   | 2,749    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 87      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 22    | 0     | 22         |
| PREMIUMS EARNED | 23    | 0     | 23         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64637 COMPANY: INDEPENDENT LIFE AND ACCIDENT INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 177,258 | 119,517  | 0      | 0     | 57,740     |
| ISSUED                       | 59,015  | 59,015   | 0      | 0     | 0          |
| TERMINATED                   | 56,505  | 51,719   | 0      | 0     | 4,785      |
| IN FORCE                     | 179,768 | 126,813  | 0      | 0     | 52,954     |
| PREMIUMS PAID                | 6,709   | 4,998    | 0      | 2     | 1,709      |
| DIRECT ANNUITY/PREMIUMS PAID | 28      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,102 | 71    | 2,031      |
| PREMIUMS EARNED | 2,121 | 69    | 2,051      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 585   | 62    | 523        |
| LOSSES INCURRED | 584   | 62    | 521        |

NAIC NO: 64645 COMPANY: INDIANAPOLIS LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 97,058  | 97,058   | 0      | 0     | 0          |
| ISSUED                       | 26,575  | 26,575   | 0      | 0     | 0          |
| TERMINATED                   | 6,719   | 6,719    | 0      | 0     | 0          |
| IN FORCE                     | 116,914 | 116,914  | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,167   | 1,167    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 287   | 0     | 287        |
| PREMIUMS EARNED | 285   | 0     | 285        |
| DIVIDENDS       | 7     | 0     | 7          |
| LOSSES PAID     | 32    | 0     | 32         |
| LOSSES INCURRED | 100   | 0     | 100        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 92711 COMPANY: INDIANAPOLIS LIFE PENSION AND

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,234  | 3,234    | 0      | 0     | 0          |
| ISSUED                       | 50     | 50       | 0      | 0     | 0          |
| TERMINATED                   | -1,355 | -1,355   | 0      | 0     | 0          |
| IN FORCE                     | 4,640  | 4,640    | 0      | 0     | 0          |
| PREMIUMS PAID                | 30     | 30       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 81779 COMPANY: INDIVIDUAL ASSURANCE COMPANY.

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 40    | 10       | 0      | 30    | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 36    | 10       | 0      | 26    | 0          |
| IN FORCE                     | 16    | 12       | 0      | 4     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 11    | 11    | 0          |
| PREMIUMS EARNED | 11    | 11    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 4     | 3     | 0          |
| LOSSES INCURRED | 5     | 4     | 0          |

NOTE: \$'000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64688 COMPANY: INDUSTRIAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 14,912 | 0        | 14,912 | 0     | 0          |
| ISSUED                       | 1,419  | 0        | 1,419  | 0     | 0          |
| TERMINATED                   | 5,603  | 6        | 5,603  | 0     | 0          |
| IN FORCE                     | 10,727 | 0        | 10,727 | 0     | 0          |
| PREMIUMS PAID                | 63     | 0        | 63     | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 91    | 69    | 21         |
| PREMIUMS EARNED | 164   | 83    | 81         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 78    | 56    | 21         |
| LOSSES INCURRED | 89    | 84    | 5          |

NAIC NO: 68756 COMPANY: INTEGON LIFE INSURANCE CORPORATION

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|---------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 924,503 | 714,315  | 210,187 | 0     | 0          |
| ISSUED                       | 256,309 | 86,827   | 169,481 | 0     | 0          |
| TERMINATED                   | 262,248 | 71,728   | 190,520 | 0     | 0          |
| IN FORCE                     | 918,563 | 729,414  | 189,149 | 0     | 0          |
| PREMIUMS PAID                | 8,012   | 5,943    | 2,068   | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 896     |          |         |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,887 | 0     | 1,887      |
| PREMIUMS EARNED | 2,192 | 0     | 2,192      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 823   | 0     | 823        |
| LOSSES INCURRED | 755   | 0     | 755        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64254 COMPANY: INTEGRATED RESOURCES LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 157,044 | 147,091  | 0      | 9,153  | 0          |
| ISSUED                       | 27,513  | 27,513   | 0      | 0      | 0          |
| TERMINATED                   | 6,552   | 9,045    | 0      | -2,492 | 0          |
| IN FORCE                     | 178,005 | 166,359  | 0      | 11,646 | 0          |
| PREMIUMS PAID                | 2,022   | 2,022    | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 74780 COMPANY: INTEGRITY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 19,259 | 19,259   | 0      | 0     | 0          |
| ISSUED                       | 800    | 800      | 0      | 0     | 0          |
| TERMINATED                   | 113    | 113      | 0      | 0     | 0          |
| IN FORCE                     | 19,946 | 19,946   | 0      | 0     | 0          |
| PREMIUMS PAID                | 6      | 6        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64726 COMPANY: INTEGRITY NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 4,620 | 4,367    | 0      | 0     | 233        |
| ISSUED                       | 1,805 | 1,805    | 0      | 0     | 0          |
| TERMINATED                   | 1,103 | 1,096    | 0      | 0     | 7          |
| IN FORCE                     | 5,322 | 5,096    | 0      | 0     | 226        |
| PREMIUMS PAID                | 121   | 115      | 0      | 0     | 6          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 116   | 0     | 116        |
| PREMIUMS EARNED | 97    | 0     | 97         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 24    | 0     | 24         |
| LOSSES INCURRED | 28    | 0     | 28         |

NAIC NO: 67210 COMPANY: INTER-AMERICAN INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 25,828  | 20,918   | 0      | 4,910   | 0          |
| ISSUED                       | 14,088  | 13,788   | 0      | 300     | 0          |
| TERMINATED                   | -13,179 | 4,299    | 0      | -17,478 | 0          |
| IN FORCE                     | 53,095  | 30,407   | 0      | 22,688  | 0          |
| PREMIUMS PAID                | 364     | 353      | 0      | 10      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 17      |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63584 COMPANY: INTER-AMERICAN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 24,006 | 4,077    | 0      | 19,929 | 0          |
| ISSUED                       | 142    | 50       | 0      | 92     | 0          |
| TERMINATED                   | 24,148 | 4,127    | 0      | 20,021 | 0          |
| IN FORCE                     | 0      | 0        | 0      | 0      | 0          |
| PREMIUMS PAID                | 370    | 22       | 0      | 347    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 24     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 64807 COMPANY: INTER-STATE ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 46,921  | 44,940   | 0      | 1,980 | 0          |
| ISSUED                       | 22,090  | 22,090   | 0      | 0     | 0          |
| TERMINATED                   | -46,361 | -48,321  | 0      | 1,960 | 0          |
| IN FORCE                     | 115,373 | 115,353  | 0      | 20    | 0          |
| PREMIUMS PAID                | 613     | 613      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64734 COMPANY: INTERCONTINENTAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 46,839 | 46,839   | 0      | 0     | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 7,482  | 7,482    | 0      | 0     | 0          |
| IN FORCE                     | 39,356 | 39,356   | 0      | 0     | 0          |
| PREMIUMS PAID                | 272    | 272      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 18    | 7     | 11         |
| PREMIUMS EARNED | 17    | 6     | 10         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 9     | 0     | 9          |
| LOSSES INCURRED | 9     | 0     | 9          |

NAIC NO: 93718 COMPANY: INTERFAITH LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64084 COMPANY: INTERNATIONAL FINANCIAL SERVICES LIFE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 35,485 | 2,627    | 0      | 32,858 | 0          |
| ISSUED                       | 507    | 507      | 0      | 0      | 0          |
| TERMINATED                   | 259    | 259      | 0      | 0      | 0          |
| IN FORCE                     | 35,733 | 2,875    | 0      | 32,858 | 0          |
| PREMIUMS PAID                | 147    | 0        | 0      | 147    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 47    | 47    | 0          |
| PREMIUMS EARNED | 47    | 47    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 85189 COMPANY: INVESTORS CONSOLIDATED INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,333 | 0        | 0      | 1,333 | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | -653  | 0        | 0      | -653  | 0          |
| IN FORCE                     | 1,986 | 0        | 0      | 1,986 | 0          |
| PREMIUMS PAID                | 30    | 0        | 0      | 30    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 8     | 0     | 8          |
| PREMIUMS EARNED | 7     | 0     | 7          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3     | 0     | 3          |
| LOSSES INCURRED | 3     | 0     | 3          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1960

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64890 COMPANY: INVESTORS GUARANTY LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 60,310 | 60,310   | 0      | 0     | 0          |
| ISSUED                       | 1,199  | 1,199    | 0      | 0     | 0          |
| TERMINATED                   | 13,603 | 13,603   | 0      | 0     | 0          |
| IN FORCE                     | 47,906 | 47,906   | 0      | 0     | 0          |
| PREMIUMS PAID                | 333    | 333      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 1     | 0     | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 64904 COMPANY: INVESTORS HERITAGE LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 25,038 | 4,934    | 13,339 | 6,765 | 0          |
| ISSUED                       | 10,798 | 836      | 9,962  | 0     | 0          |
| TERMINATED                   | 15,341 | 1,004    | 14,332 | 5     | 0          |
| IN FORCE                     | 20,495 | 4,766    | 8,969  | 6,760 | 0          |
| PREMIUMS PAID                | 245    | 160      | 84     | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 150   | 0     | 150        |
| PREMIUMS EARNED | 216   | 0     | 216        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 97    | 0     | 97         |
| LOSSES INCURRED | 93    | 0     | 93         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 86975 COMPANY: INVESTORS LIFE INSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 14,432 | 8,750    | 0      | 5,681 | 0          |
| ISSUED                       | 9,628  | 9,507    | 0      | 120   | 0          |
| TERMINATED                   | 1,641  | 1,641    | 0      | 0     | 0          |
| IN FORCE                     | 22,419 | 16,616   | 0      | 5,802 | 0          |
| PREMIUMS PAID                | 81     | 81       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 63487 COMPANY: INVESTORS LIFE INSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 145,881 | 145,881  | 0      | 0     | 0          |
| ISSUED                       | 16,790  | 16,790   | 0      | 0     | 0          |
| TERMINATED                   | 5,506   | 5,506    | 0      | 0     | 0          |
| IN FORCE                     | 157,165 | 157,165  | 0      | 0     | 0          |
| PREMIUMS PAID                | 611     | 611      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 594     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71153 COMPANY: ITT LIFE INSURANCE CORPORATION

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 122,852 | 121,956  | 14     | 882   | 0          |
| ISSUED                       | 18,303  | 18,210   | 0      | 93    | 0          |
| TERMINATED                   | 12,754  | 12,481   | 0      | 265   | 0          |
| IN FORCE                     | 128,401 | 127,685  | 6      | 710   | 0          |
| PREMIUMS PAID                | 893     | 889      | 0      | 4     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 49      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 29    | 0     | 29         |
| PREMIUMS EARNED | 31    | 0     | 31         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 22    | 0     | 22         |
| LOSSES INCURRED | 22    | 0     | 22         |

NAIC NO: 88080 COMPANY: ITT LYNDON LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 45,938 | 0        | 45,938 | 0     | 0          |
| ISSUED                       | 62,711 | 0        | 62,711 | 0     | 0          |
| TERMINATED                   | 50,097 | 0        | 50,097 | 0     | 0          |
| IN FORCE                     | 58,552 | 0        | 58,552 | 0     | 0          |
| PREMIUMS PAID                | 909    | 0        | 909    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 985   | 0     | 985        |
| PREMIUMS EARNED | 666   | 0     | 666        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 161   | 0     | 161        |
| LOSSES INCURRED | 202   | 0     | 202        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65021 COMPANY: J C PENNEY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 60,888 | 40,471   | 1,421  | 18,996 | 0          |
| ISSUED                       | 42,757 | 1,121    | 6,725  | 34,911 | 0          |
| TERMINATED                   | 27,067 | 9,953    | 2,215  | 14,899 | 0          |
| IN FORCE                     | 76,578 | 31,639   | 5,931  | 39,006 | 0          |
| PREMIUMS PAID                | 1,190  | 850      | 24     | 314    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,005 | 165   | 840        |
| PREMIUMS EARNED | 1,012 | 165   | 847        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 203   | 22    | 180        |
| LOSSES INCURRED | 113   | 25    | 88         |

NAIC NO: 65056 COMPANY: JACKSON NATIONAL LIFE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 47,221 | 47,221   | 0      | 0     | 0          |
| ISSUED                       | 58,186 | 58,186   | 0      | 0     | 0          |
| TERMINATED                   | 9,364  | 9,364    | 0      | 0     | 0          |
| IN FORCE                     | 96,043 | 96,043   | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,353  | 1,353    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,138  |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65064 COMPANY: JEFFERSON NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 146,074 | 138,649  | 0      | 7,424 | 0          |
| ISSUED                       | 32,163  | 32,163   | 0      | 0     | 0          |
| TERMINATED                   | 11,508  | 11,145   | 0      | 363   | 0          |
| IN FORCE                     | 166,730 | 159,668  | 0      | 7,061 | 0          |
| PREMIUMS PAID                | 2,265   | 2,182    | 0      | 23    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 5,601   |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 34    | 28    | 6          |
| PREMIUMS EARNED | 34    | 28    | 6          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 7     | 0     | 7          |
| LOSSES INCURRED | 20    | 0     | 20         |

NAIC NO: 94072 COMPANY: JEFFERSON STANDARD LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67865 COMPANY: JEFFERSON-PILOT LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 1,896,154 | 1,226,007 | 6,451  | 653,044 | 10,651     |
| ISSUED                       | 309,304   | 195,695   | 5,251  | 108,358 | 0          |
| TERMINATED                   | 429,771   | 154,625   | 4,212  | 270,489 | 444        |
| IN FORCE                     | 1,775,686 | 1,267,077 | 7,490  | 490,912 | 10,206     |
| PREMIUMS PAID                | 15,953    | 13,532    | 42     | 2,278   | 100        |
| DIRECT ANNUITY/PREMIUMS PAID | 3,026     |           |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 12,183 | 9,693  | 2,490      |
| PREMIUMS EARNED | 12,263 | 9,782  | 2,481      |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 11,484 | 10,592 | 891        |
| LOSSES INCURRED | 12,193 | 11,141 | 1,052      |

NAIC NO: 94064 COMPANY: JEFFERSON-PILOT PENSION LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
 FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 89958 COMPANY: JMIC LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 4,356 | 0        | 4,356  | 0     | 0          |
| TERMINATED                   | 82    | 0        | 82     | 0     | 0          |
| IN FORCE                     | 4,273 | 0        | 4,273  | 0     | 0          |
| PREMIUMS PAID                | 119   | 0        | 119    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 76    | 0     | 76         |
| PREMIUMS EARNED | 3     | 0     | 3          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 1     | 0     | 1          |

NAIC NO: 65080 COMPANY: JOHN ALDEN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 208,585 | 151,158  | 20,136 | 37,290  | 0          |
| ISSUED                       | 119,476 | 59,762   | 51,383 | 8,330   | 0          |
| TERMINATED                   | 101,982 | 43,429   | 70,400 | -11,855 | 0          |
| IN FORCE                     | 226,078 | 167,490  | 1,111  | 57,476  | 0          |
| PREMIUMS PAID                | 2,386   | 1,841    | 393    | 240     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,007   |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 5,122 | 4,753 | 369        |
| PREMIUMS EARNED | 5,419 | 4,755 | 663        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3,383 | 3,310 | 65         |
| LOSSES INCURRED | 3,648 | 3,632 | 15         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 97128 COMPANY: JOHN DEERE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,300 | 1,300    | 0      | 0     | 0          |
| ISSUED                       | 40    | 40       | 0      | 0     | 0          |
| TERMINATED                   | 51    | 51       | 0      | 0     | 0          |
| IN FORCE                     | 1,289 | 1,289    | 0      | 0     | 0          |
| PREMIUMS PAID                | 6     | 6        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 24    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65099 COMPANY: JOHN HANCOCK MUTUAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 5,621,996 | 1,492,289 | 0      | 4,129,706 | 0          |
| ISSUED                       | 492,600   | 345,970   | 0      | 146,630   | 0          |
| TERMINATED                   | -273,950  | 239,320   | 0      | -513,270  | 0          |
| IN FORCE                     | 6,380,555 | 1,598,939 | 0      | 4,789,615 | 0          |
| PREMIUMS PAID                | 26,429    | 19,197    | 0      | 7,232     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,699     |           |        |           |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 5,990 | 4,769 | 1,221      |
| PREMIUMS EARNED | 5,884 | 4,683 | 1,200      |
| DIVIDENDS       | 48    | 46    | 1          |
| LOSSES PAID     | 4,921 | 4,771 | 149        |
| LOSSES INCURRED | 4,890 | 4,485 | 314        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 90204 COMPANY: JOHN HANCOCK VARIABLE LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 738,274 | 738,274  | 0      | 0     | 0          |
| ISSUED                       | 179,770 | 179,770  | 0      | 0     | 0          |
| TERMINATED                   | 93,890  | 93,890   | 0      | 0     | 0          |
| IN FORCE                     | 824,154 | 824,154  | 0      | 0     | 0          |
| PREMIUMS PAID                | 12,714  | 12,714   | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65110 COMPANY: KANAWHA INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 448   | 448      | 0      | 0     | 0          |
| ISSUED                       | 662   | 662      | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 1,111 | 1,111    | 0      | 0     | 0          |
| PREMIUMS PAID                | 5     | 5        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4     | 0     | 4          |
| PREMIUMS EARNED | 4     | 0     | 4          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65129 COMPANY: KANSAS CITY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 186,200 | 165,498  | 62     | 20,639 | 0          |
| ISSUED                       | 29,468  | 18,080   | 0      | 11,388 | 0          |
| TERMINATED                   | 40,595  | 38,554   | 54     | 1,986  | 0          |
| IN FORCE                     | 175,073 | 145,024  | 8      | 30,041 | 0          |
| PREMIUMS PAID                | 1,655   | 1,460    | 0      | 195    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 44    | 20    | 23         |
| PREMIUMS EARNED | 45    | 22    | 23         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 32    | 21    | 8          |
| LOSSES INCURRED | 35    | 32    | 2          |

NAIC NO: 90557 COMPANY: KEMPER INVESTORS LIFE INS.

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 20,343 | 20,343   | 0      | 0     | 0          |
| ISSUED                       | 11,440 | 11,440   | 0      | 0     | 0          |
| TERMINATED                   | 1,598  | 1,598    | 0      | 0     | 0          |
| IN FORCE                     | 30,185 | 30,185   | 0      | 0     | 0          |
| PREMIUMS PAID                | 3,332  | 3,332    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 10,284 |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65161 COMPANY: KENNESAW LIFE AND ACCIDENT INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 33,090 | 33,090   | 0      | 0     | 0          |
| ISSUED                       | 2      | 2        | 0      | 0     | 0          |
| TERMINATED                   | 2,135  | 2,135    | 0      | 0     | 0          |
| IN FORCE                     | 30,956 | 30,956   | 0      | 0     | 0          |
| PREMIUMS PAID                | 417    | 417      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3     | 0     | 3          |
| PREMIUMS EARNED | 3     | 0     | 3          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65188 COMPANY: KENTUCKY CENTRAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 499,203 | 428,140  | 13,694 | 57,282 | 78         |
| ISSUED                       | 286,940 | 276,581  | 10,367 | 0      | 0          |
| TERMINATED                   | 95,067  | 86,877   | 15,753 | -7,570 | 6          |
| IN FORCE                     | 691,084 | 617,852  | 8,308  | 64,852 | 71         |
| PREMIUMS PAID                | 3,743   | 3,670    | 63     | 0      | 1          |
| DIRECT ANNUITY/PREMIUMS PAID | 457     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 95    | 0     | 95         |
| PREMIUMS EARNED | 117   | 0     | 117        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 86    | 16    | 70         |
| LOSSES INCURRED | 87    | 16    | 70         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65234 COMPANY: KEYSTONE PROVIDENT LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 65,968 | 59,243   | 0      | 6,725 | 0          |
| ISSUED                       | 10,121 | 10,121   | 0      | 0     | 0          |
| TERMINATED                   | 8,208  | 1,483    | 0      | 6,725 | 0          |
| IN FORCE                     | 67,881 | 67,881   | 0      | 0     | 0          |
| PREMIUMS PAID                | 2,208  | 2,208    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 33,117 |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65242 COMPANY: LAFAYETTE LIFE INSURANCE COMPANY THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 275,260 | 164,564  | 0      | 110,696 | 0          |
| ISSUED                       | 69,241  | 29,828   | 0      | 39,412  | 0          |
| TERMINATED                   | 2,008   | 11,373   | 0      | -9,364  | 0          |
| IN FORCE                     | 342,493 | 183,019  | 0      | 159,473 | 0          |
| PREMIUMS PAID                | 1,988   | 1,741    | 0      | 247     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 298     |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 242   | 102   | 139        |
| PREMIUMS EARNED | 249   | 103   | 145        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 78    | 34    | 44         |
| LOSSES INCURRED | 116   | 33    | 82         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65269 COMPANY: LAYMEN NATIONAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 8,452 | 8,452    | 0      | 0     | 0          |
| ISSUED                       | 352   | 352      | 0      | 0     | 0          |
| TERMINATED                   | 1,814 | 1,814    | 0      | 0     | 0          |
| IN FORCE                     | 6,990 | 6,990    | 0      | 0     | 0          |
| PREMIUMS PAID                | 236   | 236      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 60    | 6     | 53         |
| PREMIUMS EARNED | 57    | 5     | 51         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 13    | 0     | 13         |
| LOSSES INCURRED | 34    | 2     | 32         |

NAIC NO: 65315 COMPANY: LIBERTY LIFE ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 168,625 | 94,943   | 0      | 73,682 | 0          |
| ISSUED                       | 29,819  | 29,819   | 0      | 0      | 0          |
| TERMINATED                   | 23,614  | 11,480   | 0      | 12,134 | 0          |
| IN FORCE                     | 174,830 | 113,282  | 0      | 61,548 | 0          |
| PREMIUMS PAID                | 1,699   | 1,250    | 0      | 449    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 176     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,284 | 1,281 | 2          |
| PREMIUMS EARNED | 1,284 | 1,281 | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,964 | 1,964 | 0          |
| LOSSES INCURRED | 2,055 | 2,055 | 0          |

NOTE: 9(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65323 COMPANY: LIBERTY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 349,896 | 326,134  | 60     | 23,698 | 3          |
| ISSUED                       | 75,538  | 76,421   | 0      | -882   | 0          |
| TERMINATED                   | -34,001 | -36,997  | 44     | 2,861  | 0          |
| IN FORCE                     | 459,347 | 439,464  | 16     | 19,863 | 3          |
| PREMIUMS PAID                | 4,328   | 4,220    | 0      | 104    | 3          |
| DIRECT ANNUITY/PREMIUMS PAID | 55      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 52    | 16    | 36         |
| PREMIUMS EARNED | 50    | 12    | 37         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 38    | 1     | 37         |
| LOSSES INCURRED | 53    | 0     | 53         |

NAIC NO: 65331 COMPANY: LIBERTY NATIONAL LIFE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 64,938  | 64,465   | 0      | 0     | 472        |
| ISSUED                       | 207     | 207      | 0      | 0     | 0          |
| TERMINATED                   | -18,995 | -19,945  | 0      | 0     | 49         |
| IN FORCE                     | 84,141  | 83,718   | 0      | 0     | 422        |
| PREMIUMS PAID                | 465     | 451      | 0      | 0     | 14         |
| DIRECT ANNUITY/PREMIUMS PAID | 1       |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 51    | 0     | 51         |
| PREMIUMS EARNED | 51    | 0     | 51         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 10    | 0     | 10         |
| LOSSES INCURRED | 12    | 0     | 12         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65390 COMPANY: LIFE AND CASUALTY INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 221,408 | 214,142  | 0      | 1,220 | 6,044      |
| ISSUED                       | 717     | 717      | 0      | 0     | 0          |
| TERMINATED                   | 15,994  | 22,559   | 0      | 1,220 | -7,785     |
| IN FORCE                     | 206,131 | 192,301  | 0      | 0     | 13,830     |
| PREMIUMS PAID                | 2,926   | 2,855    | 0      | 0     | 70         |
| DIRECT ANNUITY/PREMIUMS PAID | 242     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 674   | 0     | 674        |
| PREMIUMS EARNED | 679   | 0     | 679        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 362   | 0     | 362        |
| LOSSES INCURRED | 368   | 0     | 368        |

NAIC NO: 65374 COMPANY: LIFE ASSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 106,912 | 5,313    | 89,437 | 12,162 | 0          |
| ISSUED                       | 98,961  | 3        | 49,479 | 49,479 | 0          |
| TERMINATED                   | 56,585  | 376      | 55,018 | 1,191  | 0          |
| IN FORCE                     | 99,809  | 4,940    | 83,898 | 10,971 | 0          |
| PREMIUMS PAID                | 725     | 142      | 583    | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 9       |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 248   | 0     | 248        |
| PREMIUMS EARNED | 245   | 0     | 245        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 104   | 0     | 104        |
| LOSSES INCURRED | 37    | 0     | 37         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65528 COMPANY: LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 56,224 | 3,277    | 0      | 52,947 | 0          |
| ISSUED                       | 371    | 371      | 0      | 0      | 0          |
| TERMINATED                   | 540    | -333     | 0      | 881    | 0          |
| IN FORCE                     | 57,144 | 3,315    | 0      | 53,828 | 0          |
| PREMIUMS PAID                | 350    | 81       | 0      | 268    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 111    |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 80    | 80    | 0          |
| PREMIUMS EARNED | 80    | 80    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 25    | 25    | 0          |
| LOSSES INCURRED | 13    | 13    | 0          |

NAIC NO: 65498 COMPANY: LIFE INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 1,553,900 | 6,076    | 4,125  | 1,543,707 | 0          |
| ISSUED                       | 186,919   | 0        | 0      | 186,919   | 0          |
| TERMINATED                   | 77,624    | 3,073    | 4,125  | 70,426    | 0          |
| IN FORCE                     | 1,663,203 | 3,003    | 0      | 1,660,200 | 0          |
| PREMIUMS PAID                | 3,902     | 142      | 11     | 3,748     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 53        |          |        |           |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 8,577 | 8,561 | 15         |
| PREMIUMS EARNED | 8,352 | 8,336 | 15         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 7,455 | 7,441 | 13         |
| LOSSES INCURRED | 6,977 | 6,973 | 4          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65471 COMPANY: LIFE INSURANCE COMPANY OF GEORGIA

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 299,804 | 204,061  | 0      | 81,225 | 14,517     |
| ISSUED                       | 64,669  | 64,669   | 0      | 0      | 0          |
| TERMINATED                   | 54,497  | 44,599   | 0      | 8,783  | 1,114      |
| IN FORCE                     | 309,976 | 224,131  | 0      | 72,441 | 13,403     |
| PREMIUMS PAID                | 3,127   | 2,688    | 0      | 82     | 357        |
| DIRECT ANNUITY/PREMIUMS PAID | 152     |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,272 | 666   | 606        |
| PREMIUMS EARNED | 1,249 | 649   | 599        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,072 | 815   | 257        |
| LOSSES INCURRED | 1,086 | 864   | 282        |

NAIC NO: 75078 COMPANY: LIFE INSURANCE COMPANY OF ILLINOIS

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 240   | 240      | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 4     | 4        | 0      | 0     | 0          |
| IN FORCE                     | 235   | 235      | 0      | 0     | 0          |
| PREMIUMS PAID                | 1     | 1        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64130 COMPANY: LIFE INVESTORS INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 24,341 | 21,279   | 2,735  | 327   | 0          |
| ISSUED                       | 10,706 | 517      | 3,234  | 6,955 | 0          |
| TERMINATED                   | 4,645  | 3,515    | 1,220  | -98   | 0          |
| IN FORCE                     | 30,402 | 18,281   | 4,741  | 7,380 | 0          |
| PREMIUMS PAID                | 241    | 121      | 76     | 43    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 479   | 119   | 359        |
| PREMIUMS EARNED | 448   | 126   | 322        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 223   | 72    | 151        |
| LOSSES INCURRED | 225   | 92    | 133        |

NAIC NO: 65927 COMPANY: LIFE OF BOSTON INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 944   | 944      | 0      | 0     | 0          |
| ISSUED                       | 43    | 43       | 0      | 0     | 0          |
| TERMINATED                   | 58    | 58       | 0      | 0     | 0          |
| IN FORCE                     | 930   | 930      | 0      | 0     | 0          |
| PREMIUMS PAID                | 48    | 48       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 86983 COMPANY: LIFE OF INDIANA INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 75    | 45       | 0      | 30    | 0          |
| ISSUED                       | 2,060 | 0        | 0      | 2,060 | 0          |
| TERMINATED                   | 280   | 0        | 0      | 280   | 0          |
| IN FORCE                     | 1,855 | 45       | 0      | 1,810 | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 7     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 163   | 163   | 0          |
| PREMIUMS EARNED | 162   | 162   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 32    | 32    | 0          |
| LOSSES INCURRED | 40    | 40    | 0          |

NAIC NO: 93254 COMPANY: LIFE OF MARYLAND, INC.

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 44,981 | 44,981   | 0      | 0     | 0          |
| ISSUED                       | 10,629 | 10,629   | 0      | 0     | 0          |
| TERMINATED                   | 3,791  | 3,791    | 0      | 0     | 0          |
| IN FORCE                     | 51,819 | 51,819   | 0      | 0     | 0          |
| PREMIUMS PAID                | 453    | 453      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65552 COMPANY: LIFE OF MID AMERICA INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 82627 COMPANY: LIFE REASSURANCE CORPORATION OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61339 COMPANY: LIFEUSA INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 370   | 370      | 0      | 0     | 0          |
| ISSUED                       | 7,843 | 7,843    | 0      | 0     | 0          |
| TERMINATED                   | 592   | 592      | 0      | 0     | 0          |
| IN FORCE                     | 7,621 | 7,621    | 0      | 0     | 0          |
| PREMIUMS PAID                | 21    | 21       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 69    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65579 COMPANY: LINCOLN AMERICAN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 94,806 | 89,032   | 0      | 5,774 | 0          |
| ISSUED                       | 65     | 65       | 0      | 0     | 0          |
| TERMINATED                   | 27,849 | 22,075   | 0      | 5,774 | 0          |
| IN FORCE                     | 67,022 | 67,022   | 0      | 0     | 0          |
| PREMIUMS PAID                | 681    | 681      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 57     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65595 COMPANY: LINCOLN BENEFIT LIFE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 15,387 | 14,777   | 0      | 610   | 0          |
| ISSUED                       | 23,772 | 23,772   | 0      | 0     | 0          |
| TERMINATED                   | -269   | -362     | 0      | 72    | 0          |
| IN FORCE                     | 39,449 | 38,911   | 0      | 537   | 0          |
| PREMIUMS PAID                | 2,391  | 2,391    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3,896  |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65617 COMPANY: LINCOLN INCOME LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 44,057 | 44,057   | 0      | 0     | 0          |
| ISSUED                       | 6,522  | 6,522    | 0      | 0     | 0          |
| TERMINATED                   | 10,825 | 10,825   | 0      | 0     | 0          |
| IN FORCE                     | 41,753 | 41,753   | 0      | 0     | 0          |
| PREMIUMS PAID                | 335    | 335      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 15     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3     | 0     | 3          |
| PREMIUMS EARNED | 3     | 0     | 3          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65625 COMPANY: LINCOLN LIBERTY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 706   | 706      | 0      | 0     | 0          |
| ISSUED                       | 2     | 2        | 0      | 0     | 0          |
| TERMINATED                   | 189   | 189      | 0      | 0     | 0          |
| IN FORCE                     | 520   | 520      | 0      | 0     | 0          |
| PREMIUMS PAID                | 2     | 2        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 94587 COMPANY: LINCOLN NATIONAL HEALTH CARE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 686,082 | 0        | 0      | 686,082 | 0          |
| ISSUED                       | 0       | 0        | 0      | 0       | 0          |
| TERMINATED                   | 102,987 | 0        | 0      | 102,987 | 0          |
| IN FORCE                     | 583,094 | 0        | 0      | 583,094 | 0          |
| PREMIUMS PAID                | 2,117   | 0        | 0      | 2,117   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 16,724 | 16,724 | 0          |
| PREMIUMS EARNED | 16,289 | 16,289 | 0          |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 13,411 | 13,411 | 0          |
| LOSSES INCURRED | 14,037 | 14,037 | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65676 COMPANY: LINCOLN NATIONAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 960,297   | 610,072  | 24     | 350,199 | 0          |
| ISSUED                       | 242,388   | 104,582  | 0      | 137,806 | 0          |
| TERMINATED                   | -17,802   | 47,230   | 19     | -65,051 | 0          |
| IN FORCE                     | 1,220,488 | 667,424  | 5      | 553,050 | 0          |
| PREMIUMS PAID                | 11,554    | 10,013   | 0      | 1,541   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 83        |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 15,640 | 15,083 | 637        |
| PREMIUMS EARNED | 15,616 | 14,984 | 632        |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 10,069 | 9,919  | 150        |
| LOSSES INCURRED | 12,391 | 11,479 | 912        |

NAIC NO: 88552 COMPANY: LINCOLN NATIONAL PENSION INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,089 |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 97039 COMPANY: LINCOLN SECURITY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,690 | 3,690    | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 300   | 300      | 0      | 0     | 0          |
| IN FORCE                     | 3,390 | 3,390    | 0      | 0     | 0          |
| PREMIUMS PAID                | 14    | 14       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65692 COMPANY: LONE STAR LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 18,388 | 18,388   | 0      | 0     | 0          |
| ISSUED                       | 11     | 11       | 0      | 0     | 0          |
| TERMINATED                   | 2,222  | 2,222    | 0      | 0     | 0          |
| IN FORCE                     | 16,177 | 16,177   | 0      | 0     | 0          |
| PREMIUMS PAID                | 158    | 158      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,466 | 3     | 1,463      |
| PREMIUMS EARNED | 1,471 | 2     | 1,469      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 612   | -34   | 647        |
| LOSSES INCURRED | 588   | -53   | 641        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65722 COMPANY: LOYAL AMERICAN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 30,634 | 30,634   | 0      | 0     | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 6,898  | 6,898    | 0      | 0     | 0          |
| IN FORCE                     | 23,736 | 23,736   | 0      | 0     | 0          |
| PREMIUMS PAID                | 315    | 315      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 14     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 308   | 0     | 308        |
| PREMIUMS EARNED | 306   | 0     | 306        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 201   | 0     | 201        |
| LOSSES INCURRED | 178   | 0     | 178        |

NAIC NO: 90328 COMPANY: LOYALTY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 101,699 | 70,212   | 0      | 31,487 | 0          |
| ISSUED                       | 9,165   | 9,165    | 0      | 0      | 0          |
| TERMINATED                   | 4,826   | 4,826    | 0      | 0      | 0          |
| IN FORCE                     | 74,551  | 74,551   | 0      | 0      | 0          |
| PREMIUMS PAID                | 748     | 424      | 0      | 323    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 55      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 345   | 345   | 0          |
| PREMIUMS EARNED | 345   | 345   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 271   | 271   | 0          |
| LOSSES INCURRED | 271   | 271   | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 97721 COMPANY: LUTHERAN BROTHERHOOD VARIABLE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 59    | 0        | 0      | 59    | 0          |
| ISSUED                       | 196   | 170      | 0      | 26    | 0          |
| TERMINATED                   | 54    | 0        | 0      | 54    | 0          |
| IN FORCE                     | 201   | 170      | 0      | 31    | 0          |
| PREMIUMS PAID                | 2     | 1        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 5     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65765 COMPANY: MACCABEES MUTUAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 246,073 | 152,854  | 0      | 93,218 | 0          |
| ISSUED                       | 42,173  | 42,173   | 0      | 0      | 0          |
| TERMINATED                   | 12,973  | 12,973   | 0      | 0      | 0          |
| IN FORCE                     | 275,272 | 182,054  | 0      | 93,218 | 0          |
| PREMIUMS PAID                | 2,412   | 2,184    | 0      | 228    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 7       |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,086 | 42    | 1,044      |
| PREMIUMS EARNED | 1,112 | 42    | 1,070      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 106   | 29    | 77         |
| LOSSES INCURRED | 66    | 27    | 39         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65781 COMPANY: MADISON NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 344   | 158      | 186    | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 165   | -21      | 186    | 0     | 0          |
| IN FORCE                     | 179   | 179      | 0      | 0     | 0          |
| PREMIUMS PAID                | 1     | 1        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65811 COMPANY: MAIN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 106   | 0        | 106    | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 47    | 0        | 47     | 0     | 0          |
| IN FORCE                     | 58    | 0        | 58     | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65838 COMPANY: MAINE FIDELITY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 23,250 | 17,216   | 0      | 6,033 | 0          |
| ISSUED                       | 51,263 | 51,916   | 0      | 247   | 0          |
| TERMINATED                   | 8,034  | 8,034    | 0      | 0     | 0          |
| IN FORCE                     | 66,479 | 60,198   | 0      | 6,281 | 0          |
| PREMIUMS PAID                | 335    | 335      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3     | 0     | 3          |
| LOSSES INCURRED | 3     | 0     | 3          |

NAIC NO: 65870 COMPANY: MANHATTAN LIFE INSURANCE COMPANY THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 149,661 | 51,687   | 0      | 97,973 | 0          |
| ISSUED                       | 1,753   | 1,753    | 0      | 0      | 0          |
| TERMINATED                   | 104,634 | 6,660    | 0      | 97,973 | 0          |
| IN FORCE                     | 46,780  | 46,780   | 0      | 0      | 0          |
| PREMIUMS PAID                | 1,141   | 835      | 0      | 306    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67083 COMPANY: MANHATTAN NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 32,953 | 32,953   | 0      | 0     | 0          |
| ISSUED                       | 45,779 | 45,779   | 0      | 0     | 0          |
| TERMINATED                   | 18,093 | 18,093   | 0      | 0     | 0          |
| IN FORCE                     | 60,640 | 60,640   | 0      | 0     | 0          |
| PREMIUMS PAID                | 320    | 320      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 87793 COMPANY: MANUFACTURERS LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 4,775 | 4,775    | 0      | 0     | 0          |
| ISSUED                       | 3,979 | 3,979    | 0      | 0     | 0          |
| TERMINATED                   | 100   | 100      | 0      | 0     | 0          |
| IN FORCE                     | 8,655 | 8,655    | 0      | 0     | 0          |
| PREMIUMS PAID                | 72    | 72       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80616 COMPANY: MANUFACTURERS LIFE INSURANCE COMPANY THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 1,067,502 | 839,504   | 0      | 227,997 | 0          |
| ISSUED                       | 285,483   | 284,784   | 0      | 698     | 0          |
| TERMINATED                   | 3,452     | 37,521    | 0      | -34,068 | 0          |
| IN FORCE                     | 1,349,533 | 1,086,768 | 0      | 262,764 | 0          |
| PREMIUMS PAID                | 18,664    | 17,768    | 0      | 896     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 4,654     |           |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 114   | 102   | 12         |
| PREMIUMS EARNED | 114   | 102   | 12         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65404 COMPANY: MARK TWAIN LIFE INSURANCE CORPORATION

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1     | 1        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 1     | 1        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80896 COMPANY: MASSACHUSETTS CASUALTY INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 447   | 0     | 447        |
| PREMIUMS EARNED | 444   | 0     | 444        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 91    | 0     | 91         |
| LOSSES INCURRED | 120   | 0     | 120        |

NAIC NO: 65900 COMPANY: MASSACHUSETTS GENERAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 59,432 | 59,432   | 0      | 0     | 0          |
| ISSUED                       | 18,002 | 18,002   | 0      | 0     | 0          |
| TERMINATED                   | 8,791  | 8,791    | 0      | 0     | 0          |
| IN FORCE                     | 68,643 | 68,643   | 0      | 0     | 0          |
| PREMIUMS PAID                | 880    | 880      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 6     | 0     | 6          |
| PREMIUMS EARNED | 6     | 0     | 6          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65919 COMPANY: MASSACHUSETTS INDEMNITY AND LIFE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 6,129,961 | 6,111,593 | 18,210 | 158     | 0          |
| ISSUED                       | 2,439,352 | 2,383,769 | 55,583 | 0       | 0          |
| TERMINATED                   | 1,238,956 | 1,208,883 | 45,627 | -15,554 | 0          |
| IN FORCE                     | 7,330,358 | 7,286,479 | 28,166 | 15,712  | 0          |
| PREMIUMS PAID                | 25,214    | 24,600    | 595    | 17      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0         |           |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,06  | 694   | 611        |
| PREMIUMS EARNED | 887   | 297   | 590        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,086 | 931   | 155        |
| LOSSES INCURRED | 479   | 325   | 153        |

NAIC NO: 65935 COMPANY: MASSACHUSETTS MUTUAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 3,098,193 | 2,691,677 | 0      | 406,515 | 0          |
| ISSUED                       | 782,939   | 673,615   | 0      | 109,323 | 0          |
| TERMINATED                   | 366,545   | 254,211   | 0      | 112,334 | 0          |
| IN FORCE                     | 3,514,587 | 3,111,082 | 0      | 403,505 | 0          |
| PREMIUMS PAID                | 44,496    | 43,319    | 0      | 1,177   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 77,697    |           |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP | INDIVIDUAL |
|-----------------|--------|-------|------------|
| PREMIUMS PAID   | 10,169 | 5,781 | 4,387      |
| PREMIUMS EARNED | 11,110 | 6,653 | 4,456      |
| DIVIDENDS       | 245    | 0     | 245        |
| LOSSES PAID     | 6,057  | 5,358 | 699        |
| LOSSES INCURRED | 6,561  | 5,471 | 1,089      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 87750 COMPANY: MAYFLOWER NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 12,610 | 0        | 12,610 | 0     | 0          |
| ISSUED                       | 20,492 | 0        | 20,492 | 0     | 0          |
| TERMINATED                   | 7,274  | 0        | 7,274  | 0     | 0          |
| IN FORCE                     | 25,828 | 0        | 25,828 | 0     | 0          |
| PREMIUMS PAID                | 492    | 0        | 492    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 535   | 0     | 535        |
| PREMIUMS EARNED | 201   | 0     | 201        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 13    | 0     | 13         |
| LOSSES INCURRED | 31    | 0     | 31         |

NAIC NO: 69728 COMPANY: MBL LIFE ASSURANCE CORPORATION

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 23,654 | 23,654   | 0      | 0     | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 3,890  | 3,890    | 0      | 0     | 0          |
| IN FORCE                     | 19,764 | 19,764   | 0      | 0     | 0          |
| PREMIUMS PAID                | 78     | 78       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 86991 COMPANY: MEDICAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 91,347  | 0        | 0      | 91,347  | 0          |
| ISSUED                       | 19,301  | 0        | 0      | 19,301  | 0          |
| TERMINATED                   | 5,768   | 0        | 0      | 5,768   | 0          |
| IN FORCE                     | 104,880 | 0        | 0      | 104,880 | 0          |
| PREMIUMS PAID                | 237     | 0        | 0      | 237     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 36    | 36    | 0          |
| PREMIUMS EARNED | 37    | 37    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 55    | 55    | 0          |
| LOSSES INCURRED | 55    | 55    | 0          |

NAIC NO: 84565 COMPANY: MERCANTILE AND GENERAL REINSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 65951 COMPANY: MERIT LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 68,715 | 4,086    | 64,628 | 0     | 0          |
| ISSUED                       | 57,107 | 134      | 56,973 | 0     | 0          |
| TERMINATED                   | 48,213 | 355      | 47,858 | 0     | 0          |
| IN FORCE                     | 77,609 | 3,865    | 73,743 | 0     | 0          |
| PREMIUMS PAID                | 706    | 79       | 627    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 900   | 0     | 900        |
| PREMIUMS EARNED | 853   | 0     | 853        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 503   | 0     | 503        |
| LOSSES INCURRED | 521   | 0     | 521        |

NAIC NO: 79022 COMPANY: MERRILL LYNCH LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,181 |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 60348 COMPANY: METLIFE SECURITY INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65714 COMPANY: METLIFE SECURITY INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 86428 COMPANY: METROPOLITAN INSURANCE AND ANNUITY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 968,199   | 968,199   | 0      | 0     | 0          |
| ISSUED                       | 451,496   | 451,496   | 0      | 0     | 0          |
| TERMINATED                   | 71,920    | 71,920    | 0      | 0     | 0          |
| IN FORCE                     | 1,347,774 | 1,347,774 | 0      | 0     | 0          |
| PREMIUMS PAID                | 17,040    | 17,040    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 20        |           |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 65978 COMPANY: METROPOLITAN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL      | ORDINARY  | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|------------|-----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 11,046,055 | 2,271,018 | 0      | 8,699,083 | 75,954     |
| ISSUED                       | 1,498,392  | 409,089   | 0      | 1,087,413 | 1,090      |
| TERMINATED                   | 416,271    | 252,928   | 0      | 159,572   | 3,771      |
| IN FORCE                     | 12,128,175 | 2,427,179 | 0      | 9,626,923 | 74,073     |
| PREMIUMS PAID                | 50,085     | 29,374    | 0      | 20,711    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 10,964     |           |        |           |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 10,860 | 17,915 | 945        |
| PREMIUMS EARNED | 19,171 | 18,168 | 1,002      |
| DIVIDENDS       | 1,131  | 1,126  | 4          |
| LOSSES PAID     | 14,703 | 14,126 | 577        |
| LOSSES INCURRED | 16,225 | 15,714 | 510        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 97136 COMPANY: METROPOLITAN TOWER LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 36,316 | 36,316   | 0      | 0     | 0          |
| ISSUED                       | 51,182 | 51,182   | 0      | 0     | 0          |
| TERMINATED                   | 0      | 0        | 0      | 0     | 0          |
| IN FORCE                     | 87,498 | 87,498   | 0      | 0     | 0          |
| PREMIUMS PAID                | 565    | 565      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 85561 COMPANY: MIC LIFE INSURANCE CORPORATION

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|---------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 164,405 | 489      | 150,196 | 13,719 | 0          |
| ISSUED                       | 51,613  | 0        | 46,986  | 4,627  | 0          |
| TERMINATED                   | 82,075  | 101      | 78,694  | 3,278  | 0          |
| IN FORCE                     | 133,943 | 388      | 118,487 | 15,068 | 0          |
| PREMIUMS PAID                | 1,052   | 3        | 940     | 108    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 769   | 187   | 582        |
| PREMIUMS EARNED | 1,456 | 218   | 1,237      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 882   | 470   | 412        |
| LOSSES INCURRED | 429   | 85    | 343        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71315 COMPANY: MID-AMERICA LIFE ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 66001 COMPANY: MID-CONTINENT LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 7,827  | 7,827    | 0      | 0     | 0          |
| ISSUED                       | 2,794  | 2,794    | 0      | 0     | 0          |
| TERMINATED                   | -3,535 | -3,535   | 0      | 0     | 0          |
| IN FORCE                     | 14,157 | 14,157   | 0      | 0     | 0          |
| PREMIUMS PAID                | 52     | 52       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 79987 COMPANY: MID-SOUTH INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 13,160 | 1,890    | 0      | 11,270 | 0          |
| ISSUED                       | 5,072  | 397      | 0      | 4,675  | 0          |
| TERMINATED                   | 3,040  | 2        | 0      | 3,038  | 0          |
| IN FORCE                     | 15,192 | 2,285    | 0      | 12,907 | 0          |
| PREMIUMS PAID                | 95     | 14       | 0      | 80     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,563 | 1,355 | 208        |
| PREMIUMS EARNED | 1,541 | 1,333 | 208        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,240 | 1,135 | 105        |
| LOSSES INCURRED | 1,417 | 1,311 | 106        |

NAIC NO: 66087 COMPANY: MID-WEST NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 624   | 624      | 0      | 0     | 0          |
| ISSUED                       | 1,730 | 320      | 0      | 1,410 | 0          |
| TERMINATED                   | 337   | 38       | 0      | 299   | 0          |
| IN FORCE                     | 2,017 | 906      | 0      | 1,111 | 0          |
| PREMIUMS PAID                | 17    | 16       | 0      | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 9     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 257   | 257   | 0          |
| PREMIUMS EARNED | 227   | 227   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 189   | 189   | 0          |
| LOSSES INCURRED | 259   | 259   | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68543 COMPANY: MIDDLE ATLANTIC LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4     | 4     | 0          |
| PREMIUMS EARNED | 4     | 4     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 66836 COMPANY: MIDLAND MUTUAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 169,188 | 118,179  | 0      | 59,009 | 0          |
| ISSUED                       | 119,922 | 119,922  | 0      | 0      | 0          |
| TERMINATED                   | 5,531   | 12,254   | 0      | -6,722 | 0          |
| IN FORCE                     | 283,579 | 217,847  | 0      | 65,731 | 0          |
| PREMIUMS PAID                | 1,775   | 1,742    | 0      | 32     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 56    | 56    | 0          |
| PREMIUMS EARNED | 59    | 59    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 22    | 21    | 1          |
| LOSSES INCURRED | 19    | 22    | -3         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66044 COMPANY: MIDLAND NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 308,249 | 281,301  | 0      | 26,947 | 0          |
| ISSUED                       | 109,474 | 108,941  | 0      | 533    | 0          |
| TERMINATED                   | 56,019  | 56,019   | 0      | 0      | 0          |
| IN FORCE                     | 361,705 | 334,224  | 0      | 27,480 | 0          |
| PREMIUMS PAID                | 2,209   | 2,209    | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 73      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 66095 COMPANY: MIDWESTERN NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 5,507 | 5,507    | 0      | 0     | 0          |
| ISSUED                       | 223   | 223      | 0      | 0     | 0          |
| TERMINATED                   | -861  | -861     | 0      | 0     | 0          |
| IN FORCE                     | 4,949 | 4,949    | 0      | 0     | 0          |
| PREMIUMS PAID                | 64    | 64       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 176   |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66109 COMPANY: MIDWESTERN UNITED LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 40,834 | 40,834   | 0      | 0     | 0          |
| ISSUED                       | 4,400  | 4,400    | 0      | 0     | 0          |
| TERMINATED                   | 4,907  | 4,907    | 0      | 0     | 0          |
| IN FORCE                     | 40,327 | 40,327   | 0      | 0     | 0          |
| PREMIUMS PAID                | 327    | 327      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 66133 COMPANY: MINISTERS LIFE - A MUTUAL

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 40,567 | 40,567   | 0      | 0     | 0          |
| ISSUED                       | 5,708  | 5,678    | 0      | 30    | 0          |
| TERMINATED                   | 3,911  | 3,911    | 0      | 0     | 0          |
| IN FORCE                     | 42,363 | 42,333   | 0      | 30    | 0          |
| PREMIUMS PAID                | 749    | 732      | 0      | 17    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 358    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 189   | 154   | 35         |
| PREMIUMS EARNED | 195   | 159   | 35         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 167   | 149   | 18         |
| LOSSES INCURRED | 167   | 149   | 17         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66168 COMPANY: MINNESOTA MUTUAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT  | GROUP     | INDUSTRIAL |
|------------------------------|-----------|----------|---------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 1,894,336 | 349,186  | 123,769 | 1,421,380 | 0          |
| ISSUED                       | 278,751   | 131,154  | 7,855   | 139,741   | 0          |
| TERMINATED                   | 180,299   | 37,407   | 6,296   | 136,595   | 0          |
| IN FORCE                     | 1,992,788 | 442,934  | 125,328 | 1,424,525 | 0          |
| PREMIUMS PAID                | 7,322     | 4,151    | 600     | 2,571     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,021     |          |         |           |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,946 | 103   | 1,843      |
| PREMIUMS EARNED | 1,724 | 103   | 1,621      |
| DIVIDENDS       | 8     | 1     | 7          |
| LOSSES PAID     | 846   | 72    | 774        |
| LOSSES INCURRED | 864   | 88    | 775        |

NAIC NO: 70416 COMPANY: MML BAY STATE LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 4,799 | 4,799    | 0      | 0     | 0          |
| ISSUED                       | 350   | 350      | 0      | 0     | 0          |
| TERMINATED                   | 180   | 180      | 0      | 0     | 0          |
| IN FORCE                     | 4,970 | 4,970    | 0      | 0     | 0          |
| PREMIUMS PAID                | 59    | 59       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 93475 COMPANY: MML LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 7,159 | 7,159    | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 427   | 427      | 0      | 0     | 0          |
| IN FORCE                     | 6,732 | 6,732    | 0      | 0     | 0          |
| PREMIUMS PAID                | 69    | 69       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 80314 COMPANY: MML PENSION INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 215   |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66257 COMPANY: MODERN AMERICAN LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,580 | 1,580    | 0      | 0     | 0          |
| ISSUED                       | 100   | 100      | 0      | 0     | 0          |
| TERMINATED                   | 69    | 69       | 0      | 0     | 0          |
| IN FORCE                     | 1,619 | 1,619    | 0      | 0     | 0          |
| PREMIUMS PAID                | 27    | 27       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 66265 COMPANY: MONARCH LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 176,180 | 172,009  | 0      | 4,170 | 0          |
| ISSUED                       | 17,313  | 15,834   | 0      | 1,479 | 0          |
| TERMINATED                   | 21,715  | 20,980   | 0      | 734   | 0          |
| IN FORCE                     | 171,777 | 166,863  | 0      | 4,914 | 0          |
| PREMIUMS PAID                | 5,065   | 5,042    | 0      | 22    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 76      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,263 | 8     | 1,254      |
| PREMIUMS EARNED | 1,264 | 9     | 1,255      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 441   | 4     | 436        |
| LOSSES INCURRED | 753   | 4     | 748        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 81442 COMPANY: MONITOR LIFE INSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 583   | 583      | 0      | 0     | 0          |
| ISSUED                       | 52    | 52       | 0      | 0     | 0          |
| TERMINATED                   | 74    | 74       | 0      | 0     | 0          |
| IN FORCE                     | 561   | 561      | 0      | 0     | 0          |
| PREMIUMS PAID                | 16    | 16       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 66273 COMPANY: MONTGOMERY WARD LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 183,466 | 55,286   | 18,409 | 109,771 | 0          |
| ISSUED                       | 4,529   | 4,529    | 0      | 0       | 0          |
| TERMINATED                   | 300     | 5,452    | -1,177 | -3,974  | 0          |
| IN FORCE                     | 187,696 | 54,363   | 19,586 | 113,745 | 0          |
| PREMIUMS PAID                | 1,340   | 793      | 338    | 208     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 45      |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,789 | 1,743 | 45         |
| PREMIUMS EARNED | 1,801 | 1,755 | 46         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 869   | 821   | 47         |
| LOSSES INCURRED | 800   | 757   | 43         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63444 COMPANY: MONUMENTAL GENERAL INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|---------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 325,357 | 11,711   | 112,817 | 200,829 | 0          |
| ISSUED                       | 168,782 | 52,939   | 85,140  | 30,703  | 0          |
| TERMINATED                   | 170,529 | 16,337   | 84,136  | 70,056  | 0          |
| IN FORCE                     | 323,610 | 48,313   | 113,821 | 161,476 | 0          |
| PREMIUMS PAID                | 2,120   | 260      | 1,356   | 503     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,749 | 2,787 | 962        |
| PREMIUMS EARNED | 3,848 | 2,802 | 1,046      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,702 | 1,431 | 270        |
| LOSSES INCURRED | 1,814 | 1,478 | 335        |

NAIC NO: 66281 COMPANY: MONUMENTAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 553,722 | 534,519  | 0      | 18,799 | 403        |
| ISSUED                       | 118,087 | 117,033  | 0      | 1,054  | 0          |
| TERMINATED                   | 91,947  | 91,887   | 0      | 36     | 24         |
| IN FORCE                     | 579,862 | 559,665  | 0      | 19,818 | 379        |
| PREMIUMS PAID                | 4,263   | 4,263    | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 108     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 102   | 0     | 102        |
| PREMIUMS EARNED | 103   | 0     | 103        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 16    | 0     | 16         |
| LOSSES INCURRED | 9     | 0     | 9          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 78077 COMPANY: MONY LIFE INSURANCE COMPANY OF AMERICA

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 123,270 | 123,270  | 0      | 0     | 0          |
| ISSUED                       | 22,992  | 16,137   | 0      | 6,855 | 0          |
| TERMINATED                   | 9,386   | 9,403    | 0      | -17   | 0          |
| IN FORCE                     | 136,877 | 130,004  | 0      | 6,872 | 0          |
| PREMIUMS PAID                | 1,344   | 1,334    | 0      | 10    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 88020 COMPANY: MOUNTAIN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66346 COMPANY: MUNICH AMERICAN REASSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 66362 COMPANY: MUTUAL BENEFIT LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 1,112,145 | 375,432  | 0      | 736,713 | 0          |
| ISSUED                       | 381,340   | 51,553   | 0      | 329,787 | 0          |
| TERMINATED                   | 124,446   | 42,595   | 0      | 81,851  | 0          |
| IN FORCE                     | 1,369,040 | 384,390  | 0      | 984,649 | 0          |
| PREMIUMS PAID                | 8,911     | 4,560    | 0      | 4,350   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 151       |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 6,903 | 6,472 | 431        |
| PREMIUMS EARNED | 6,585 | 6,149 | 435        |
| DIVIDENDS       | 95    | 81    | 14         |
| LOSSES PAID     | 4,781 | 4,758 | 23         |
| LOSSES INCURRED | 4,534 | 4,326 | 208        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66389 COMPANY: MUTUAL LIFE INSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 415   | 305      | 0      | 0     | 109        |
| ISSUED                       | 500   | 492      | 0      | 0     | 8          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 915   | 797      | 0      | 0     | 117        |
| PREMIUMS PAID                | 14    | 13       | 0      | 0     | 1          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 66370 COMPANY: MUTUAL LIFE INSURANCE COMPANY OF NEW

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 1,321,997 | 1,051,553 | 0      | 270,444 | 0          |
| ISSUED                       | 484,280   | 355,874   | 0      | 128,406 | 0          |
| TERMINATED                   | 180,235   | 215,575   | 0      | -35,340 | 0          |
| IN FORCE                     | 1,626,042 | 1,191,852 | 0      | 434,190 | 0          |
| PREMIUMS PAID                | 16,598    | 15,999    | 0      | 599     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 931       |           |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4,509 | 3,226 | 1,362      |
| PREMIUMS EARNED | 4,757 | 3,416 | 1,341      |
| DIVIDENDS       | 60    | 3     | 56         |
| LOSSES PAID     | 2,490 | 2,063 | 426        |
| LOSSES INCURRED | 3,238 | 2,229 | 1,009      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 88668 COMPANY: MUTUAL OF AMERICA LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL       | ORDINARY    | CREDIT | GROUP      | INDUSTRIAL |
|------------------------------|-------------|-------------|--------|------------|------------|
| PREVIOUS YEAR IN FORCE       | 264,264     | -74,895,577 | 0      | 75,159,841 | 0          |
| ISSUED                       | -2,875,063  | 47,900      | 0      | -2,922,963 | 0          |
| TERMINATED                   | 72,060,632  | 24,600      | 0      | 72,044,032 | 0          |
| IN FORCE                     | -74,679,431 | -74,872,277 | 0      | 192,846    | 0          |
| PREMIUMS PAID                | 357         | 11          | 0      | 346        | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,324       |             |        |            |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 192   | 192   | 0          |
| PREMIUMS EARNED | 192   | 192   | 0          |
| DIVIDENDS       | 18    | 18    | 0          |
| LOSSES PAID     | 46    | 46    | 0          |
| LOSSES INCURRED | 46    | 46    | 0          |

NAIC NO: 71412 COMPANY: MUTUAL OF OMAHA INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 50,098 | 36,509 | 13,589     |
| PREMIUMS EARNED | 49,357 | 35,004 | 13,552     |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 36,951 | 30,049 | 6,901      |
| LOSSES INCURRED | 36,218 | 31,151 | 7,067      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66400 COMPANY: MUTUAL SECURITY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 174,305 | 136,288  | 0      | 38,017 | 0          |
| ISSUED                       | 78,276  | 78,276   | 0      | 0      | 0          |
| TERMINATED                   | 55,838  | 17,821   | 0      | 38,017 | 0          |
| IN FORCE                     | 196,743 | 196,743  | 0      | 0      | 0          |
| PREMIUMS PAID                | 1,330   | 1,307    | 0      | 30     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 210     |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 615   | 419   | 196        |
| PREMIUMS EARNED | 638   | 410   | 228        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 507   | 513   | 74         |
| LOSSES INCURRED | 439   | 303   | 136        |

NAIC NO: 66419 COMPANY: MUTUAL SERVICE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,509 | 1,100    | 0      | 409   | 0          |
| ISSUED                       | 245   | 0        | 0      | 245   | 0          |
| TERMINATED                   | 777   | 122      | 0      | 655   | 0          |
| IN FORCE                     | 978   | 978      | 0      | 0     | 0          |
| PREMIUMS PAID                | 13    | 13       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 350   |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 1     | 0     | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 4     | 3     | 0          |
| LOSSES INCURRED | 4     | 3     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66427 COMPANY: MUTUAL TRUST LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 10,465 | 10,465   | 0      | 0     | 0          |
| ISSUED                       | 9,477  | 9,477    | 0      | 0     | 0          |
| TERMINATED                   | 940    | 940      | 0      | 0     | 0          |
| IN FORCE                     | 19,002 | 19,002   | 0      | 0     | 0          |
| PREMIUMS PAID                | 303    | 303      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 77     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 27    | 0     | 27         |
| PREMIUMS EARNED | 22    | 0     | 22         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 69221 COMPANY: NATIONAL AMERICAN LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,960 | 0        | 0      | 2,960 | 0          |
| ISSUED                       | 1,469 | 0        | 0      | 1,469 | 0          |
| TERMINATED                   | 2,044 | 0        | 0      | 2,044 | 0          |
| IN FORCE                     | 2,385 | 0        | 0      | 2,385 | 0          |
| PREMIUMS PAID                | 15    | 0        | 0      | 15    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 471   | 471   | 0          |
| PREMIUMS EARNED | 471   | 471   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 454   | 454   | 0          |
| LOSSES INCURRED | 454   | 454   | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61409 COMPANY: NATIONAL BENEFIT LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 346,824 | 235,579  | 0      | 111,245 | 0          |
| ISSUED                       | 83,242  | 66,770   | 0      | 16,472  | 0          |
| TERMINATED                   | 100,697 | 88,001   | 0      | 12,696  | 0          |
| IN FORCE                     | 329,369 | 214,348  | 0      | 115,021 | 0          |
| PREMIUMS PAID                | 1,791   | 1,251    | 0      | 540     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3       |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 547   | 529   | 17         |
| PREMIUMS EARNED | 548   | 530   | 17         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 329   | 311   | 18         |
| LOSSES INCURRED | 305   | 261   | 24         |

NAIC NO: 66540 COMPANY: NATIONAL FARMERS UNION LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,731 | 1,061    | 0      | 1,669 | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 1,243 | -423     | 0      | 1,667 | 0          |
| IN FORCE                     | 1,487 | 1,485    | 0      | 2     | 0          |
| PREMIUMS PAID                | 10    | 9        | 0      | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 27    | 27    | 0          |
| PREMIUMS EARNED | 27    | 27    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 29    | 29    | 0          |
| LOSSES INCURRED | -4    | -4    | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66559 COMPANY: NATIONAL FIDELITY LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 46,957 | 48,042   | 0      | 915   | 0          |
| ISSUED                       | 3,679  | 3,679    | 0      | 0     | 0          |
| TERMINATED                   | 9,685  | 9,365    | 0      | 320   | 0          |
| IN FORCE                     | 42,951 | 42,356   | 0      | 594   | 0          |
| PREMIUMS PAID                | 842    | 838      | 0      | 4     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 125   | 125   | 0          |
| PREMIUMS EARNED | 130   | 129   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 76    | 75    | 0          |
| LOSSES INCURRED | 199   | 199   | 0          |

NAIC NO: 82538 COMPANY: NATIONAL HEALTH INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 800   | 5        | 0      | 795   | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 800   | 5        | 0      | 795   | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 615   | 599   | 15         |
| PREMIUMS EARNED | 603   | 586   | 16         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 367   | 363   | 4          |
| LOSSES INCURRED | 529   | 524   | 4          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66605 COMPANY: NATIONAL HOME LIFE ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 219,490 | 43,990   | 0      | 175,500 | 0          |
| ISSUED                       | 17,839  | 1,009    | 0      | 16,829  | 0          |
| TERMINATED                   | 27,784  | 6,563    | 0      | 21,220  | 0          |
| IN FORCE                     | 209,546 | 38,436   | 0      | 171,109 | 0          |
| PREMIUMS PAID                | 4,188   | 912      | 0      | 3,276   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,555   |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 6,563 | 5,248 | 1,314      |
| PREMIUMS EARNED | 6,681 | 5,319 | 1,362      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3,650 | 2,931 | 719        |
| LOSSES INCURRED | 3,602 | 2,894 | 707        |

NAIC NO: 66680 COMPANY: NATIONAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 917,357 | 917,357  | 0      | 0     | 0          |
| ISSUED                       | 91,003  | 91,003   | 0      | 0     | 0          |
| TERMINATED                   | 105,573 | 105,573  | 0      | 0     | 0          |
| IN FORCE                     | 902,787 | 902,787  | 0      | 0     | 0          |
| PREMIUMS PAID                | 10,185  | 10,185   | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 345     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,154 | 0     | 1,154      |
| PREMIUMS EARNED | 1,106 | 0     | 1,106      |
| DIVIDENDS       | 83    | 0     | 83         |
| LOSSES PAID     | 219   | 0     | 219        |
| LOSSES INCURRED | 404   | 0     | 404        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 94285 COMPANY: NATIONAL OLD LINE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 10,126 | 10,126   | 0      | 0     | 0          |
| ISSUED                       | 368    | 368      | 0      | 0     | 0          |
| TERMINATED                   | 1,158  | 1,158    | 0      | 0     | 0          |
| IN FORCE                     | 9,335  | 9,335    | 0      | 0     | 0          |
| PREMIUMS PAID                | 144    | 144      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 53     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2     | 0     | 2          |
| PREMIUMS EARNED | 2     | 0     | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 93653 COMPANY: NATIONAL PENSION LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66761 COMPANY: NATIONAL SAVINGS LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 120,933 | 120,933  | 0      | 0     | 0          |
| ISSUED                       | 9,214   | 9,214    | 0      | 0     | 0          |
| TERMINATED                   | 15,628  | 15,628   | 0      | 0     | 0          |
| IN FORCE                     | 114,518 | 114,518  | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,130   | 1,130    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 291     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 174   | 12    | 161        |
| PREMIUMS EARNED | 175   | 12    | 163        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 112   | 0     | 111        |
| LOSSES INCURRED | 104   | 0     | 104        |

NAIC NO: 60593 COMPANY: NATIONAL STATES INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 15    | 15       | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 15    | 15       | 0      | 0     | 0          |
| PREMIUMS PAID                | 1     | 1        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 100   | 0     | 100        |
| PREMIUMS EARNED | 98    | 0     | 98         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66826 COMPANY: NATIONAL TRAVELERS LIFE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 34,320 | 25,002   | 0      | 9,246 | 0          |
| ISSUED                       | 3,147  | 3,147    | 0      | 0     | 0          |
| TERMINATED                   | 1,427  | 1,519    | 0      | -92   | 0          |
| IN FORCE                     | 36,040 | 26,710   | 0      | 9,338 | 0          |
| PREMIUMS PAID                | 250    | 258      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 36     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 24    | 1     | 22         |
| PREMIUMS EARNED | 23    | 1     | 22         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 10    | 0     | 10         |
| LOSSES INCURRED | 0     | 0     | 7          |

NAIC NO: 66850 COMPANY: NATIONAL WESTERN LIFE INSURANCE CO.

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 60,142 | 60,142   | 0      | 0     | 0          |
| ISSUED                       | 9,671  | 9,671    | 0      | 0     | 0          |
| TERMINATED                   | 8,872  | 8,872    | 0      | 0     | 0          |
| IN FORCE                     | 60,941 | 60,941   | 0      | 0     | 0          |
| PREMIUMS PAID                | 457    | 457      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 743    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66869 COMPANY: NATIONWIDE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 1,256,198 | 1,161,247 | 1,694  | 93,256  | 0          |
| ISSUED                       | 417,168   | 268,904   | 0      | 150,264 | 0          |
| TERMINATED                   | 216,566   | 136,359   | -36    | 80,243  | 0          |
| IN FORCE                     | 1,456,800 | 1,291,791 | 1,731  | 163,277 | 0          |
| PREMIUMS PAID                | 13,372    | 12,853    | -92    | 611     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 987       |           |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 15,551 | 12,117 | 3,434      |
| PREMIUMS EARNED | 16,536 | 12,388 | 4,147      |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 12,474 | 10,391 | 2,082      |
| LOSSES INCURRED | 14,324 | 12,133 | 2,191      |

NAIC NO: 81264 COMPANY: NEW ENGLAND GENERAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 177   | 177   | 0          |
| PREMIUMS EARNED | 176   | 176   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 94    | 94    | 0          |
| LOSSES INCURRED | 116   | 116   | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66893 COMPANY: NEW ENGLAND MUTUAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 1,098,884 | 1,014,850 | 0      | 84,034 | 0          |
| ISSUED                       | 228,011   | 221,723   | 0      | 6,287  | 0          |
| TERMINATED                   | 102,525   | 101,114   | 0      | 1,411  | 0          |
| IN FORCE                     | 1,224,370 | 1,135,460 | 0      | 88,910 | 0          |
| PREMIUMS PAID                | 17,361    | 17,023    | 0      | 337    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,199     |           |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,486 | 1,515 | 971        |
| PREMIUMS EARNED | 2,536 | 1,557 | 978        |
| DIVIDENDS       | 46    | 0     | 46         |
| LOSSES PAID     | 1,307 | 1,251 | 55         |
| LOSSES INCURRED | 1,335 | 1,563 | -227       |

NAIC NO: 91618 COMPANY: NEW ENGLAND PENSION AND ANNUITY COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 91626 COMPANY: NEW ENGLAND VARIABLE LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 13,136 | 13,136   | 0      | 0     | 0          |
| ISSUED                       | 12,069 | 12,069   | 0      | 0     | 0          |
| TERMINATED                   | 1,093  | 1,093    | 0      | 0     | 0          |
| IN FORCE                     | 24,113 | 24,113   | 0      | 0     | 0          |
| PREMIUMS PAID                | 533    | 0        | 533    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 66907 COMPANY: NEW JERSEY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 19,698 | 19,612   | 0      | 86    | 0          |
| ISSUED                       | 8,961  | 8,961    | 0      | 0     | 0          |
| TERMINATED                   | 8,112  | 8,062    | 0      | 49    | 0          |
| IN FORCE                     | 20,547 | 20,511   | 0      | 36    | 0          |
| PREMIUMS PAID                | 148    | 148      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 97705 COMPANY: NEW YORK LIFE AND HEALTH INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 63    | 63    | 0          |
| PREMIUMS EARNED | 69    | 69    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 91596 COMPANY: NEW YORK LIFE INSURANCE AND ANNUITY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,231,959 | 1,231,959 | 0      | 0     | 0          |
| ISSUED                       | 130,679   | 130,679   | 0      | 0     | 0          |
| TERMINATED                   | 103,893   | 103,893   | 0      | 0     | 0          |
| IN FORCE                     | 1,258,745 | 1,258,745 | 0      | 0     | 0          |
| PREMIUMS PAID                | 12,526    | 12,526    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 15,409    |           |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66915 COMPANY: NEW YORK LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 6,288,292 | 4,661,515 | 0      | 1,626,776 | 0          |
| ISSUED                       | 1,466,434 | 1,364,575 | 0      | 101,858   | 0          |
| TERMINATED                   | 585,763   | 577,714   | 0      | 8,049     | 0          |
| IN FORCE                     | 7,168,962 | 5,448,377 | 0      | 1,720,585 | 0          |
| PREMIUMS PAID                | 67,998    | 64,786    | 0      | 3,212     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,924     |           |        |           |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 24,844 | 22,130 | 2,713      |
| PREMIUMS EARNED | 26,188 | 23,416 | 2,771      |
| DIVIDENDS       | 89     | 86     | 3          |
| LOSSES PAID     | 19,522 | 18,539 | 983        |
| LOSSES INCURRED | 21,107 | 20,156 | 951        |

NAIC NO: 86231 COMPANY: MN INVESTORS LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 15,067 | 1,011    | 0      | 14,048 | 0          |
| ISSUED                       | 348    | 0        | 0      | 348    | 0          |
| TERMINATED                   | 3,136  | 193      | 0      | 2,943  | 0          |
| IN FORCE                     | 12,279 | 818      | 0      | 11,453 | 0          |
| PREMIUMS PAID                | 52     | 9        | 0      | 43     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,633 | 1,090 | 542        |
| PREMIUMS EARNED | 1,636 | 1,093 | 543        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,026 | 792   | 234        |
| LOSSES INCURRED | 1,097 | 901   | 196        |

NOTE: \$ (000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66974 COMPANY: NORTH AMERICAN COMPANY FOR LIFE AND

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 432,250 | 432,250  | 0      | 0     | 0          |
| ISSUED                       | 0       | 0        | 0      | 0     | 0          |
| TERMINATED                   | 19,530  | 19,530   | 0      | 0     | 0          |
| IN FORCE                     | 412,719 | 412,719  | 0      | 0     | 0          |
| PREMIUMS PAID                | 2,437   | 2,375    | 0      | 61    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 6,549   |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 137   | 71    | 65         |
| PREMIUMS EARNED | 145   | 75    | 69         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 147   | 134   | 13         |
| LOSSES INCURRED | 293   | 160   | 133        |

NAIC NO: 66982 COMPANY: NORTH AMERICAN EQUITABLE LIFE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 325   | 129      | 0      | 196   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 58    | 23    | 35         |
| PREMIUMS EARNED | 59    | 23    | 35         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 34    | 0     | 34         |
| LOSSES INCURRED | 30    | 0     | 30         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 90611 COMPANY: NORTH AMERICAN LIFE AND CASUALTY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 220,799 | 34,538   | 0      | 186,261 | 0          |
| ISSUED                       | 3,860   | 3,860    | 0      | 0       | 0          |
| TERMINATED                   | 3,795   | 3,522    | 0      | 272     | 0          |
| IN FORCE                     | 220,864 | 34,876   | 0      | 185,988 | 0          |
| PREMIUMS PAID                | 1,715   | 492      | 0      | 1,223   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 154     |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,199 | 2,198 | 1          |
| PREMIUMS EARNED | 2,127 | 2,126 | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,198 | 1,197 | 0          |
| LOSSES INCURRED | 1,417 | 1,417 | 0          |

NAIC NO: 80756 COMPANY: NORTH AMERICAN LIFE ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 172,689 | 68,817   | 0      | 103,872 | 0          |
| ISSUED                       | 67,538  | -6,404   | 0      | 73,942  | 0          |
| TERMINATED                   | 18,079  | 7,292    | 0      | 10,787  | 0          |
| IN FORCE                     | 222,148 | 55,120   | 0      | 167,027 | 0          |
| PREMIUMS PAID                | 1,987   | 507      | 0      | 580     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 785   | 785   | 0          |
| PREMIUMS EARNED | 785   | 785   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 300   | 300   | 0          |
| LOSSES INCURRED | 567   | 567   | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67016 COMPANY: NORTH AMERICAN REASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 90425 COMPANY: NORTH AMERICAN SECURITY LIFE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 139   |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67024 COMPANY: NORTH ATLANTIC LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 31,952 | 5,210    | 0      | 26,734 | 0          |
| ISSUED                       | 9,979  | 3,442    | 0      | 6,536  | 0          |
| TERMINATED                   | 964    | 826      | 0      | 138    | 0          |
| IN FORCE                     | 40,967 | 7,834    | 0      | 33,132 | 0          |
| PREMIUMS PAID                | 211    | 211      | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 67032 COMPANY: NORTH CAROLINA MUTUAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 65,762 | 55,049   | 0      | 96    | 30,622     |
| ISSUED                       | 21,482 | 29,338   | 0      | 0     | 1,143      |
| TERMINATED                   | 16,145 | 16,290   | 0      | 0     | -145       |
| IN FORCE                     | 91,099 | 59,097   | 0      | 96    | 31,911     |
| PREMIUMS PAID                | 2,787  | 1,402    | 0      | 1     | 1,383      |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 816   | 0     | 815        |
| PREMIUMS EARNED | 676   | 0     | 675        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 364   | 1     | 363        |
| LOSSES INCURRED | 386   | 0     | 385        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67040 COMPANY: NORTH CENTRAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 4,819  | 942      | 3,481  | 394   | 0          |
| ISSUED                       | 9,564  | 0        | 9,564  | 0     | 0          |
| TERMINATED                   | 4,146  | 57       | 4,123  | -35   | 0          |
| IN FORCE                     | 10,237 | 884      | 8,922  | 430   | 0          |
| PREMIUMS PAID                | 226    | 14       | 210    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 251   | 0     | 251        |
| PREMIUMS EARNED | 77    | 0     | 77         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 5     | 0     | 5          |
| LOSSES INCURRED | 24    | 0     | 24         |

NAIC NO: 88528 COMPANY: NORTHBROOK LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 29,489 | 3,146    | 0      | 26,343 | 0          |
| ISSUED                       | 8,229  | 3,687    | 0      | 4,542  | 0          |
| TERMINATED                   | 24,062 | 45       | 0      | 24,017 | 0          |
| IN FORCE                     | 13,656 | 6,788    | 0      | 6,868  | 0          |
| PREMIUMS PAID                | 1,191  | 1,108    | 0      | 82     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 10,305 |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,525 | 1,525 | 0          |
| PREMIUMS EARNED | 1,525 | 1,525 | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,873 | 1,873 | 0          |
| LOSSES INCURRED | 1,432 | 1,432 | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 87734 COMPANY: NORTHERN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 103,306 | 73,543   | 0      | 29,762 | 0          |
| ISSUED                       | 8,881   | 5,419    | 0      | 3,461  | 0          |
| TERMINATED                   | 9,550   | 9,267    | 0      | 283    | 0          |
| IN FORCE                     | 102,636 | 69,695   | 0      | 32,941 | 0          |
| PREMIUMS PAID                | 831     | 831      | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 109     |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 67091 COMPANY: NORTHWESTERN MUTUAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,679,589 | 3,679,589 | 0      | 0     | 0          |
| ISSUED                       | 847,809   | 847,809   | 0      | 0     | 0          |
| TERMINATED                   | 234,339   | 234,339   | 0      | 0     | 0          |
| IN FORCE                     | 4,293,059 | 4,293,059 | 0      | 0     | 0          |
| PREMIUMS PAID                | 50,385    | 50,385    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3,151     |           |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4,751 | 15    | 4,736      |
| PREMIUMS EARNED | 5,371 | 4     | 5,366      |
| DIVIDENDS       | 446   | 0     | 446        |
| LOSSES PAID     | 670   | 2     | 668        |
| LOSSES INCURRED | 1,051 | 5     | 1,045      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67105 COMPANY: NORTHWESTERN NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 1,214,564 | 434,284  | 0      | 780,279 | 0          |
| ISSUED                       | 404,246   | 115,884  | 0      | 288,361 | 0          |
| TERMINATED                   | 178,894   | 81,911   | 0      | 96,982  | 0          |
| IN FORCE                     | 1,439,916 | 468,257  | 0      | 971,659 | 0          |
| PREMIUMS PAID                | 7,555     | 4,201    | 0      | 3,353   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 363       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4,502 | 4,466 | 35         |
| PREMIUMS EARNED | 5,115 | 5,093 | 21         |
| DIVIDENDS       | 45    | 45    | 0          |
| LOSSES PAID     | 4,182 | 3,968 | 214        |
| LOSSES INCURRED | 4,343 | 4,169 | 173        |

NAIC NO: 67148 COMPANY: OCCIDENTAL LIFE INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 105,785 | 91,053   | 14,732 | 0     | 0          |
| ISSUED                       | 68,828  | 22,693   | 46,134 | 0     | 0          |
| TERMINATED                   | -19,026 | -33,531  | 14,504 | 0     | 0          |
| IN FORCE                     | 193,639 | 147,278  | 46,361 | 0     | 0          |
| PREMIUMS PAID                | 2,176   | 1,079    | 1,096  | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 63      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,497 | 0     | 1,497      |
| PREMIUMS EARNED | 569   | 0     | 569        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 103   | 0     | 103        |
| LOSSES INCURRED | 120   | 0     | 120        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTION BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1989

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71811 COMPANY: NORTHWESTERN SECURITY LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

| TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|-------|----------|--------|-------|------------|
|-------|----------|--------|-------|------------|

PREVIOUS YEAR IN FORCE

ISSUED

TERMINATED

IN FORCE

PREMIUMS PAID

DIRECT ANNUITY/PREMIUMS PAID

Data Unavailable  
at Printing

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67164 COMPANY: OHIO LIFE INSURANCE COMPANY THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 19,482 | 19,482   | 0      | 0     | 0          |
| ISSUED                       | 7,790  | 7,790    | 0      | 0     | 0          |
| TERMINATED                   | 3,809  | 3,809    | 0      | 0     | 0          |
| IN FORCE                     | 23,463 | 23,463   | 0      | 0     | 0          |
| PREMIUMS PAID                | 112    | 112      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 12     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 89206 COMPANY: OHIO NATIONAL LIFE ASSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 196,358 | 196,358  | 0      | 0     | 0          |
| ISSUED                       | 27,731  | 27,731   | 0      | 0     | 0          |
| TERMINATED                   | 26,034  | 26,034   | 0      | 0     | 0          |
| IN FORCE                     | 198,055 | 198,055  | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,058   | 1,058    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 216   | 0     | 216        |
| PREMIUMS EARNED | 215   | 0     | 215        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2     | 0     | 2          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67172 COMPANY: OHIO NATIONAL LIFE INSURANCE COMPANY THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 78,331 | 12,896   | 0      | 65,435 | 0          |
| ISSUED                       | 3,064  | 2,209    | 0      | 855    | 0          |
| TERMINATED                   | 3,358  | 879      | 0      | 2,479  | 0          |
| IN FORCE                     | 78,038 | 14,226   | 0      | 63,811 | 0          |
| PREMIUMS PAID                | 335    | 280      | 0      | 54     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 14     |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 74    | 41    | 32         |
| PREMIUMS EARNED | 73    | 40    | 32         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 15    | 6     | 9          |
| LOSSES INCURRED | 11    | 2     | 9          |

NAIC NO: 67180 COMPANY: OHIO STATE LIFE INSURANCE COMPANY THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 202,511 | 150,209  | 0      | 44,222 | 0          |
| ISSUED                       | 73,824  | 71,867   | 0      | 1,956  | 0          |
| TERMINATED                   | 54,730  | 21,542   | 0      | 33,196 | 0          |
| IN FORCE                     | 221,597 | 208,614  | 0      | 12,982 | 0          |
| PREMIUMS PAID                | 993     | 949      | 0      | 43     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 14      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 703   | 694   | 8          |
| PREMIUMS EARNED | 643   | 633   | 9          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,629 | 1,621 | 8          |
| LOSSES INCURRED | 984   | 974   | 9          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67199 COMPANY: OLD AMERICAN INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,108 | 3,108    | 0      | 0     | 0          |
| ISSUED                       | 3,006 | 3,006    | 0      | 0     | 0          |
| TERMINATED                   | 808   | 808      | 0      | 0     | 0          |
| IN FORCE                     | 5,306 | 5,306    | 0      | 0     | 0          |
| PREMIUMS PAID                | 249   | 249      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 223   | 0     | 223        |
| PREMIUMS EARNED | 258   | 0     | 258        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 118   | 0     | 118        |
| LOSSES INCURRED | 115   | 0     | 115        |

NAIC NO: 67245 COMPANY: OLD LINE LIFE INSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|-----------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 975,245   | 920,052  | 0      | 55,193 | 0          |
| ISSUED                       | 167,474   | 167,474  | 0      | 0      | 0          |
| TERMINATED                   | 107,922   | 97,362   | 0      | 10,559 | 0          |
| IN FORCE                     | 1,034,797 | 990,163  | 0      | 44,633 | 0          |
| PREMIUMS PAID                | 5,458     | 5,458    | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 4         |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67261 COMPANY: OLD REPUBLIC LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 224,948 | 128,337  | 95,074 | 1,536 | 0          |
| ISSUED                       | 46,112  | 14,160   | 31,952 | 0     | 0          |
| TERMINATED                   | 83,707  | 31,372   | 51,810 | 524   | 0          |
| IN FORCE                     | 187,353 | 111,126  | 75,215 | 1,011 | 0          |
| PREMIUMS PAID                | 1,034   | 413      | 627    | -5    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 730   | 147   | 583        |
| PREMIUMS EARNED | 1,081 | 147   | 933        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 296   | 79    | 216        |
| LOSSES INCURRED | 171   | -8    | 179        |

NAIC NO: 72052 COMPANY: OMAHA FINANCIAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 33,854 | 2,414    | 28,567 | 2,872 | 0          |
| ISSUED                       | 10,017 | 896      | 8,140  | 972   | 0          |
| TERMINATED                   | 20,798 | 571      | 18,461 | 1,765 | 0          |
| IN FORCE                     | 23,073 | 2,739    | 18,254 | 2,079 | 0          |
| PREMIUMS PAID                | 80     | 16       | 44     | 18    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 266   | 74    | 191        |
| PREMIUMS EARNED | 310   | 71    | 238        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 201   | 48    | 153        |
| LOSSES INCURRED | 128   | 23    | 105        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67423 COMPANY: PACIFIC FIDELITY LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 91,271 | 5,689    | 0      | 85,582 | 0          |
| ISSUED                       | 46,209 | 2,546    | 0      | 43,663 | 0          |
| TERMINATED                   | 49,699 | 1,482    | 0      | 48,217 | 0          |
| IN FORCE                     | 87,781 | 6,753    | 0      | 81,028 | 0          |
| PREMIUMS PAID                | 911    | 71       | 0      | 839    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,093 | 3,093 | 0          |
| PREMIUMS EARNED | 3,110 | 3,110 | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,180 | 1,180 | 0          |
| LOSSES INCURRED | 1,512 | 1,512 | 0          |

NAIC NO: 67466 COMPANY: PACIFIC MUTUAL LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 535,592 | 72,057   | 0      | 463,535 | 0          |
| ISSUED                       | 27,647  | 13,209   | 0      | 14,438  | 0          |
| TERMINATED                   | 156,298 | 11,260   | 0      | 145,038 | 0          |
| IN FORCE                     | 406,942 | 74,007   | 0      | 332,935 | 0          |
| PREMIUMS PAID                | 3,331   | 1,820    | 0      | 1,510   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 206     |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4,664 | 4,544 | 119        |
| PREMIUMS EARNED | 4,752 | 4,628 | 123        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3,520 | 3,423 | 97         |
| LOSSES INCURRED | 3,108 | 3,159 | -50        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 72842 COMPANY: PACIFIC STANDARD LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 52,509 | 14,635   | 0      | 37,874 | 0          |
| ISSUED                       | 8,590  | 8,590    | 0      | 0      | 0          |
| TERMINATED                   | -93    | 1,806    | 0      | -1,899 | 0          |
| IN FORCE                     | 61,192 | 21,419   | 0      | 39,773 | 0          |
| PREMIUMS PAID                | 520    | 491      | 28     | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 93459 COMPANY: PAN-AMERICAN ASSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 32,254 | 31,353   | 0      | 900   | 0          |
| ISSUED                       | 14,455 | 9,083    | 0      | 5,372 | 0          |
| TERMINATED                   | 3,455  | 2,155    | 0      | 1,299 | 0          |
| IN FORCE                     | 43,254 | 38,280   | 0      | 4,973 | 0          |
| PREMIUMS PAID                | 472    | 444      | 0      | 28    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67539 COMPANY: PAN-AMERICAN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 73,691 | 12,529   | 0      | 61,161 | 0          |
| ISSUED                       | 19,065 | 4,460    | 0      | 14,604 | 0          |
| TERMINATED                   | 2,351  | 1,038    | 0      | 1,313  | 0          |
| IN FORCE                     | 90,405 | 15,952   | 0      | 74,453 | 0          |
| PREMIUMS PAID                | 309    | 226      | 0      | 82     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 22     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 959   | 944   | 14         |
| PREMIUMS EARNED | 1,055 | 1,041 | 14         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 231   | 222   | 8          |
| LOSSES INCURRED | 343   | 333   | 10         |

NAIC NO: 67547 COMPANY: PAN-WESTERN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 391   | 391      | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | -98   | -98      | 0      | 0     | 0          |
| IN FORCE                     | 489   | 489      | 0      | 0     | 0          |
| PREMIUMS PAID                | 7     | 7        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 93564 COMPANY: PARAGON LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 38    | 0        | 0      | 38    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 67598 COMPANY: PAUL REVERE LIFE INSURANCE COMPANY THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 151,241 | 18,234   | 0      | 133,007 | 0          |
| ISSUED                       | 31,802  | 0        | 0      | 31,802  | 0          |
| TERMINATED                   | 81,130  | 1,518    | 0      | 79,611  | 0          |
| IN FORCE                     | 101,913 | 16,715   | 0      | 85,198  | 0          |
| PREMIUMS PAID                | 597     | 262      | 0      | 335     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 7,296 | 2,599 | 4,697      |
| PREMIUMS EARNED | 7,509 | 2,733 | 4,776      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,989 | 2,038 | 951        |
| LOSSES INCURRED | 4,558 | 2,296 | 2,261      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 81051 COMPANY: PAUL REVERE PROTECTIVE LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 15,665 | 15,665   | 0      | 0     | 0          |
| ISSUED                       | 23,193 | 23,193   | 0      | 0     | 0          |
| TERMINATED                   | 4,506  | 4,506    | 0      | 0     | 0          |
| IN FORCE                     | 34,352 | 34,352   | 0      | 0     | 0          |
| PREMIUMS PAID                | 218    | 218      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 67601 COMPANY: PAUL REVERE VARIABLE ANNUITY INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,385 | 1,385    | 0      | 0     | 0          |
| ISSUED                       | 33    | 33       | 0      | 0     | 0          |
| TERMINATED                   | 194   | 194      | 0      | 0     | 0          |
| IN FORCE                     | 1,225 | 1,225    | 0      | 0     | 0          |
| PREMIUMS PAID                | 15    | 15       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 28    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

STATE CORPORATION COMMISSION - BUREAU OF INSURANCE

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67636 COMPANY: PENINSULAR LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 5,438 | 5,422    | 7      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 573   | 567      | 5      | 0     | 0          |
| IN FORCE                     | 4,856 | 4,854    | 2      | 0     | 0          |
| PREMIUMS PAID                | 80    | 80       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 4     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3     | 0     | 3          |
| PREMIUMS EARNED | 3     | 0     | 3          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2     | 0     | 2          |
| LOSSES INCURRED | 2     | 0     | 2          |

NAIC NO: 69337 COMPANY: PENN DIVERSIFIED INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 20    | 20       | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 20    | 20       | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 93262 COMPANY: PENN INSURANCE AND ANNUITY COMPANY, THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 115,389 | 112,108  | 0      | 3,280 | 0          |
| ISSUED                       | 1,759   | 1,585    | 0      | 174   | 0          |
| TERMINATED                   | -1,284  | -1,571   | 0      | 287   | 0          |
| IN FORCE                     | 118,433 | 115,265  | 0      | 3,167 | 0          |
| PREMIUMS PAID                | 807     | 785      | 0      | 21    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 67644 COMPANY: PENN MUTUAL LIFE INSURANCE COMPANY THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 289,163 | 235,094  | 0      | 54,068 | 0          |
| ISSUED                       | 20,258  | 18,719   | 0      | 1,539  | 0          |
| TERMINATED                   | 17,498  | 17,341   | 0      | 157    | 0          |
| IN FORCE                     | 291,922 | 236,472  | 0      | 55,450 | 0          |
| PREMIUMS PAID                | 2,419   | 2,419    | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 987     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 170   | 0     | 170        |
| PREMIUMS EARNED | 177   | 0     | 177        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 18    | 0     | 18         |
| LOSSES INCURRED | 57    | 0     | 57         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 76759 COMPANY: PENN TREATY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 28    | 0     | 28         |
| PREMIUMS EARNED | 16    | 0     | 16         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 67660 COMPANY: PENNSYLVANIA LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 36,120 | 34,502   | 0      | 1,618 | 0          |
| ISSUED                       | 1,985  | 1,985    | 0      | 0     | 0          |
| TERMINATED                   | 3,628  | 2,010    | 0      | 1,618 | 0          |
| IN FORCE                     | 34,477 | 34,477   | 0      | 0     | 0          |
| PREMIUMS PAID                | 556    | 538      | 0      | 17    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 9      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,676 | 373   | 2,303      |
| PREMIUMS EARNED | 2,851 | 371   | 2,480      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 959   | 187   | 772        |
| LOSSES INCURRED | 721   | 160   | 561        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67679 COMPANY: PENNSYLVANIA NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 17,424 | 17,169   | 0      | 255   | 0          |
| ISSUED                       | 3,161  | 3,161    | 0      | 0     | 0          |
| TERMINATED                   | 4,637  | 4,472    | 0      | 165   | 0          |
| IN FORCE                     | 15,948 | 15,858   | 0      | 90    | 0          |
| PREMIUMS PAID                | 103    | 101      | 0      | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 42     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 14    | 0     | 14         |
| PREMIUMS EARNED | 14    | 0     | 14         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 67687 COMPANY: PENSION LIFE INSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 4,590 | 1,985    | 0      | 2,604 | 0          |
| ISSUED                       | 418   | 418      | 0      | 0     | 0          |
| TERMINATED                   | -217  | 157      | 0      | -375  | 0          |
| IN FORCE                     | 5,226 | 2,246    | 0      | 2,979 | 0          |
| PREMIUMS PAID                | 12    | 12       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 26    | 0     | 26         |
| PREMIUMS EARNED | 26    | 0     | 26         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 10    | 0     | 10         |
| LOSSES INCURRED | 10    | 0     | 10         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 64475 COMPANY: PEOPLES SECURITY LIFE INSURANCE COMPANY

|                              | DIRECT VIRGINIA LIFE INSURANCE |           |        |        |            |
|------------------------------|--------------------------------|-----------|--------|--------|------------|
|                              | TOTAL                          | ORDINARY  | CREDIT | GROUP  | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE       | 2,078,102                      | 1,901,364 | 0      | 65,497 | 111,240    |
| ISSUED                       | 371,790                        | 371,790   | 0      | 0      | 0          |
| TERMINATED                   | 348,564                        | 328,295   | 0      | -354   | 20,622     |
| IN FORCE                     | 2,101,329                      | 1,944,859 | 0      | 65,852 | 90,618     |
| PREMIUMS PAID                | 24,419                         | 22,394    | 0      | 58     | 1,966      |
| DIRECT ANNUITY/PREMIUMS PAID | 1,518                          |           |        |        |            |

|                 | DIRECT ACCIDENT AND SICKNESS INSURANCE |       |            |
|-----------------|----------------------------------------|-------|------------|
|                 | TOTAL                                  | GROUP | INDIVIDUAL |
| PREMIUMS PAID   | 1,632                                  | 67    | 1,565      |
| PREMIUMS EARNED | 1,639                                  | 74    | 1,564      |
| DIVIDENDS       | 0                                      | 0     | 0          |
| LOSSES PAID     | 757                                    | 0     | 757        |
| LOSSES INCURRED | 741                                    | 0     | 741        |

NAIC NO: 84808 COMPANY: PHF LIFE INSURANCE COMPANY

|                              | DIRECT VIRGINIA LIFE INSURANCE |          |        |       |            |
|------------------------------|--------------------------------|----------|--------|-------|------------|
|                              | TOTAL                          | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE       | 9,923                          | 210      | 6,938  | 2,774 | 0          |
| ISSUED                       | 38                             | 0        | 38     | 0     | 0          |
| TERMINATED                   | 9,570                          | 21       | 6,961  | 2,588 | 0          |
| IN FORCE                     | 391                            | 188      | 16     | 186   | 0          |
| PREMIUMS PAID                | 2                              | 1        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1                              |          |        |       |            |

|                 | DIRECT ACCIDENT AND SICKNESS INSURANCE |       |            |
|-----------------|----------------------------------------|-------|------------|
|                 | TOTAL                                  | GROUP | INDIVIDUAL |
| PREMIUMS PAID   | 0                                      | 0     | 0          |
| PREMIUMS EARNED | 0                                      | 0     | 0          |
| DIVIDENDS       | 0                                      | 0     | 0          |
| LOSSES PAID     | 10                                     | 1     | 9          |
| LOSSES INCURRED | -14                                    | 1     | -15        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67784 COMPANY: PHILADELPHIA AMERICAN LIFE INSURANCE

|                              | DIRECT VIRGINIA LIFE INSURANCE |          |        |         |            |
|------------------------------|--------------------------------|----------|--------|---------|------------|
|                              | TOTAL                          | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE       | 354,013                        | 897      | 0      | 353,116 | 0          |
| ISSUED                       | 358                            | 248      | 0      | 110     | 0          |
| TERMINATED                   | -6,509                         | 112      | 0      | -6,621  | 0          |
| IN FORCE                     | 360,881                        | 1,033    | 0      | 359,848 | 0          |
| PREMIUMS PAID                | 1,227                          | 48       | 0      | 1,178   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0                              |          |        |         |            |

|                 | DIRECT ACCIDENT AND SICKNESS INSURANCE |       |            |
|-----------------|----------------------------------------|-------|------------|
|                 | TOTAL                                  | GROUP | INDIVIDUAL |
| PREMIUMS PAID   | 6                                      | 5     | 0          |
| PREMIUMS EARNED | 5                                      | 5     | 0          |
| DIVIDENDS       | 0                                      | 0     | 0          |
| LOSSES PAID     | 626                                    | 626   | 0          |
| LOSSES INCURRED | 744                                    | 743   | 0          |

NAIC NO: 97047 COMPANY: PHILADELPHIA LIFE INSURANCE COMPANY

|                              | DIRECT VIRGINIA LIFE INSURANCE |          |        |       |            |
|------------------------------|--------------------------------|----------|--------|-------|------------|
|                              | TOTAL                          | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE       | 465,992                        | 465,992  | 0      | 0     | 0          |
| ISSUED                       | 127,387                        | 127,387  | 0      | 0     | 0          |
| TERMINATED                   | 37,678                         | 37,678   | 0      | 0     | 0          |
| IN FORCE                     | 555,702                        | 555,702  | 0      | 0     | 0          |
| PREMIUMS PAID                | 7,175                          | 7,175    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,348                          |          |        |       |            |

|                 | DIRECT ACCIDENT AND SICKNESS INSURANCE |       |            |
|-----------------|----------------------------------------|-------|------------|
|                 | TOTAL                                  | GROUP | INDIVIDUAL |
| PREMIUMS PAID   | 17                                     | 0     | 17         |
| PREMIUMS EARNED | 19                                     | 0     | 19         |
| DIVIDENDS       | 0                                      | 0     | 0          |
| LOSSES PAID     | 0                                      | 0     | 0          |
| LOSSES INCURRED | 0                                      | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67792 COMPANY: PHILADELPHIA-UNITED LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 484   | 13       | 0      | 0     | 471        |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 71    | 3        | 0      | 0     | 68         |
| IN FORCE                     | 413   | 10       | 0      | 0     | 403        |
| PREMIUMS PAID                | 9     | 0        | 0      | 0     | 9          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 00926 COMPANY: PHOENIX AMERICAN LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,400 | 0        | 0      | 3,400 | 0          |
| ISSUED                       | 241   | 0        | 0      | 241   | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 3,641 | 0        | 0      | 3,641 | 0          |
| PREMIUMS PAID                | 300   | 0        | 0      | 300   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67814 COMPANY: PHOENIX MUTUAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 479,243 | 228,059  | 0      | 251,184 | 0          |
| ISSUED                       | 97,694  | 72,178   | 0      | 25,516  | 0          |
| TERMINATED                   | 26,680  | 22,817   | 0      | 3,863   | 0          |
| IN FORCE                     | 550,257 | 277,420  | 0      | 272,837 | 0          |
| PREMIUMS PAID                | 5,601   | 4,799    | 0      | 801     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 194     |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,183 | 2,176 | 7          |
| PREMIUMS EARNED | 2,247 | 2,240 | 6          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,217 | 1,216 | 0          |
| LOSSES INCURRED | 1,347 | 1,346 | 0          |

NAIC NO: 72125 COMPANY: PHYSICIANS LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 25,415 | 25,415   | 0      | 0     | 0          |
| ISSUED                       | 7,109  | 7,109    | 0      | 0     | 0          |
| TERMINATED                   | 2,919  | 2,919    | 0      | 0     | 0          |
| IN FORCE                     | 29,605 | 29,605   | 0      | 0     | 0          |
| PREMIUMS PAID                | 783    | 783      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80578 COMPANY: PHYSICIANS MUTUAL INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 6,863 | 345   | 6,517      |
| PREMIUMS EARNED | 6,846 | 354   | 6,491      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3,859 | 175   | 3,684      |
| LOSSES INCURRED | 4,067 | 173   | 3,893      |

NAIC NO: 81280 COMPANY: PIEDMONT AMERICAN LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 3,400  | 0        | 1,700  | 0      | 1,700      |
| ISSUED                       | 815    | 0        | 0      | 815    | 0          |
| TERMINATED                   | 16,297 | 0        | 0      | 16,297 | 0          |
| IN FORCE                     | 5,205  | 0        | 0      | 5,205  | 0          |
| PREMIUMS PAID                | 60     | 0        | 0      | 60     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,101 | 1,073 | 28         |
| PREMIUMS EARNED | 1,073 | 1,042 | 30         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 812   | 666   | 146        |
| LOSSES INCURRED | 681   | 570   | 111        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67822 COMPANY: PIERCE NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,015 | 2,015    | 0      | 0     | 0          |
| ISSUED                       | 3     | 3        | 0      | 0     | 0          |
| TERMINATED                   | 134   | 134      | 0      | 0     | 0          |
| IN FORCE                     | 1,884 | 1,884    | 0      | 0     | 0          |
| PREMIUMS PAID                | 101   | 101      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 67873 COMPANY: PIONEER AMERICAN INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 103,243 | 7,452    | 0      | 95,790  | 0          |
| ISSUED                       | 36,300  | 6,401    | 0      | 29,899  | 0          |
| TERMINATED                   | 20,770  | 3,672    | 0      | 17,098  | 0          |
| IN FORCE                     | 118,773 | 10,181   | 0      | 108,591 | 0          |
| PREMIUMS PAID                | 51      | 46       | 0      | 5       | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68330 COMPANY: PIONEER LIFE INSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 56,223 | 53,185   | 0      | 3,038 | 0          |
| ISSUED                       | 13,081 | 5,794    | 0      | 7,287 | 0          |
| TERMINATED                   | 14,121 | 11,295   | 0      | 2,826 | 0          |
| IN FORCE                     | 55,183 | 47,684   | 0      | 7,499 | 0          |
| PREMIUMS PAID                | 366    | 351      | 0      | 14    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 378    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,773 | 2,076 | 696        |
| PREMIUMS EARNED | 1,736 | 1,505 | 151        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 606   | 381   | 224        |
| LOSSES INCURRED | 433   | 402   | 30         |

NAIC NO: 67946 COMPANY: PIONEER SECURITY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,556  | 2,061    | 0      | 1,495 | 0          |
| ISSUED                       | 10,787 | 8,927    | 0      | 1,860 | 0          |
| TERMINATED                   | 3,430  | 2,580    | 0      | 850   | 0          |
| IN FORCE                     | 10,913 | 8,408    | 0      | 2,505 | 0          |
| PREMIUMS PAID                | 37     | 35       | 0      | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 97268 COMPANY: PM GROUP LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | -658  | 0        | 0      | -658  | 0          |
| IN FORCE                     | 658   | 0        | 0      | 658   | 0          |
| PREMIUMS PAID                | 2     | 2        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 9     | 9     | 0          |
| PREMIUMS EARNED | 9     | 9     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 67989 COMPANY: PRAIRIE STATES LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 982   | 982      | 0      | 0     | 0          |
| ISSUED                       | -1    | -1       | 0      | 0     | 0          |
| TERMINATED                   | -165  | -165     | 0      | 0     | 0          |
| IN FORCE                     | 1,146 | 1,146    | 0      | 0     | 0          |
| PREMIUMS PAID                | 11    | 11       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 5     | 0     | 5          |
| LOSSES INCURRED | 5     | 0     | 5          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68004 COMPANY: PREFERRED RISK LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,909 | 1,909    | 0      | 0     | 0          |
| ISSUED                       | 129   | 129      | 0      | 0     | 0          |
| TERMINATED                   | -417  | -417     | 0      | 0     | 0          |
| IN FORCE                     | 2,455 | 2,455    | 0      | 0     | 0          |
| PREMIUMS PAID                | 20    | 20       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 1     | 0     | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 93726 COMPANY: PREMIER LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 350   | 350      | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 349   | 349      | 0      | 0     | 0          |
| PREMIUMS PAID                | 7     | 7        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68012 COMPANY: PRESBYTERIAN MINISTERS' FUND

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 64,190 | 64,190   | 0      | 0     | 0          |
| ISSUED                       | 19,852 | 19,852   | 0      | 0     | 0          |
| TERMINATED                   | 9,259  | 9,259    | 0      | 0     | 0          |
| IN FORCE                     | 74,782 | 74,782   | 0      | 0     | 0          |
| PREMIUMS PAID                | 819    | 819      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 369    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 68039 COMPANY: PRESIDENTIAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,946 | 3,946    | 0      | 0     | 0          |
| ISSUED                       | 339   | 339      | 0      | 0     | 0          |
| TERMINATED                   | 1,808 | 1,808    | 0      | 0     | 0          |
| IN FORCE                     | 2,477 | 2,477    | 0      | 0     | 0          |
| PREMIUMS PAID                | 50    | 50       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,393 |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61271 COMPANY: PRINCIPAL MUTUAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 651,217 | 232,135  | 0      | 419,081 | 0          |
| ISSUED                       | 204,717 | 54,723   | 0      | 149,994 | 0          |
| TERMINATED                   | 81,850  | 33,700   | 0      | 48,157  | 0          |
| IN FORCE                     | 774,077 | 253,159  | 0      | 520,918 | 0          |
| PREMIUMS PAID                | 3,656   | 2,898    | 0      | 758     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,954   |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 5,926 | 5,722 | 203        |
| PREMIUMS EARNED | 5,452 | 5,243 | 209        |
| DIVIDENDS       | 9     | 6     | 2          |
| LOSSES PAID     | 3,830 | 3,768 | 62         |
| LOSSES INCURRED | 4,035 | 3,879 | 155        |

NAIC NO: 92908 COMPANY: PRINCIPAL NATIONAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 811   | 811      | 0      | 0     | 0          |
| ISSUED                       | 3,280 | 3,280    | 0      | 0     | 0          |
| TERMINATED                   | 172   | 172      | 0      | 0     | 0          |
| IN FORCE                     | 3,920 | 3,920    | 0      | 0     | 0          |
| PREMIUMS PAID                | 187   | 187      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1986

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68047 COMPANY: PROFESSIONAL INSURANCE CORPORATION

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,146 | 1,146    | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 290   | 290      | 0      | 0     | 0          |
| IN FORCE                     | 855   | 855      | 0      | 0     | 0          |
| PREMIUMS PAID                | 10    | 10       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 71    | 0     | 71         |
| PREMIUMS EARNED | 84    | 0     | 84         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 38    | 0     | 38         |
| LOSSES INCURRED | 47    | 0     | 47         |

NAIC NO: 71161 COMPANY: PROGRESSIVE AMERICAN LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 29    | 0        | 29     | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 11    | 0        | 11     | 0     | 0          |
| IN FORCE                     | 18    | 0        | 18     | 0     | 0          |
| PREMIUMS PAID                | -16   | 0        | -16    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | -23   | 0     | -23        |
| PREMIUMS EARNED | 214   | 0     | 214        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 238   | 0     | 238        |
| LOSSES INCURRED | 179   | 0     | 179        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68101 COMPANY: PROGRESSIVE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,834 | 1,141    | 0      | 0     | 693        |
| ISSUED                       | 402   | 377      | 0      | 0     | 25         |
| TERMINATED                   | 605   | 512      | 0      | 0     | 93         |
| IN FORCE                     | 1,631 | 1,006    | 0      | 0     | 625        |
| PREMIUMS PAID                | 56    | 34       | 0      | 0     | 21         |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 1     | 0     | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 68128 COMPANY: PROTECTED HOME MUTUAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 5,746 | 5,746    | 0      | 0     | 0          |
| ISSUED                       | 975   | 975      | 0      | 0     | 0          |
| TERMINATED                   | 393   | 393      | 0      | 0     | 0          |
| IN FORCE                     | 6,328 | 6,328    | 0      | 0     | 0          |
| PREMIUMS PAID                | 92    | 92       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 85    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 12    | 0     | 12         |
| PREMIUMS EARNED | 12    | 0     | 12         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 12    | 0     | 12         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68136 COMPANY: PROTECTIVE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 383,272 | 281,499  | 8,751  | 93,020 | 0          |
| ISSUED                       | 80,296  | 58,687   | 7,959  | 13,649 | 0          |
| TERMINATED                   | 86,948  | 59,036   | 7,870  | 20,041 | 0          |
| IN FORCE                     | 376,620 | 281,149  | 8,841  | 86,629 | 0          |
| PREMIUMS PAID                | 2,689   | 2,024    | 104    | 560    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 15      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 913   | 641   | 272        |
| PREMIUMS EARNED | 880   | 623   | 257        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 390   | 261   | 129        |
| LOSSES INCURRED | 423   | 270   | 152        |

NAIC NO: 68187 COMPANY: PROVIDENT INDEMNITY LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 25,483 | 16,776   | 0      | 7,660  | 1,047      |
| ISSUED                       | 10,643 | 1,139    | 0      | 9,504  | 0          |
| TERMINATED                   | 5,416  | 3,019    | 0      | 2,370  | 27         |
| IN FORCE                     | 30,710 | 14,896   | 0      | 14,794 | 1,020      |
| PREMIUMS PAID                | 167    | 87       | 0      | 61     | 18         |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 402   | 402   | 0          |
| PREMIUMS EARNED | 400   | 400   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 284   | 284   | 0          |
| LOSSES INCURRED | 321   | 321   | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68195 COMPANY: PROVIDENT LIFE AND ACCIDENT INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 2,547,523 | 683,040  | 0      | 1,864,474 | 0          |
| ISSUED                       | 278,092   | 116,441  | 0      | 161,651   | 0          |
| TERMINATED                   | 701,296   | 72,179   | 0      | 629,117   | 0          |
| IN FORCE                     | 2,124,319 | 727,310  | 0      | 1,397,008 | 0          |
| PREMIUMS PAID                | 12,453    | 7,804    | 0      | 4,648     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0         |          |        |           |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 25,334 | 18,182 | 7,152      |
| PREMIUMS EARNED | 26,882 | 19,885 | 6,996      |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 19,589 | 17,691 | 1,898      |
| LOSSES INCURRED | 19,890 | 16,533 | 3,356      |

NAIC NO: 68209 COMPANY: PROVIDENT LIFE AND CASUALTY INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 45,808 | 31       | 0      | 45,776 | 0          |
| ISSUED                       | 0      | 0        | 0      | 0      | 0          |
| TERMINATED                   | 44,587 | 10       | 0      | 44,577 | 0          |
| IN FORCE                     | 1,229  | 21       | 0      | 1,198  | 0          |
| PREMIUMS PAID                | 8      | 6        | 0      | 2      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 50    | 50    | 0          |
| PREMIUMS EARNED | 54    | 54    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 27    | 27    | 0          |
| LOSSES INCURRED | 26    | 26    | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68217 COMPANY: PROVIDENT LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 11,674 | 5,281    | 0      | 6,393 | 0          |
| ISSUED                       | 3,525  | 3,006    | 0      | 519   | 0          |
| TERMINATED                   | -371   | -371     | 0      | 0     | 0          |
| IN FORCE                     | 15,572 | 8,659    | 0      | 6,912 | 0          |
| PREMIUMS PAID                | 26     | 26       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 68225 COMPANY: PROVIDENT MUTUAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 504,644 | 392,894  | 0      | 111,750 | 0          |
| ISSUED                       | 87,111  | 77,263   | 0      | 9,847   | 0          |
| TERMINATED                   | 163,326 | 59,497   | 0      | 103,828 | 0          |
| IN FORCE                     | 428,430 | 410,660  | 0      | 17,769  | 0          |
| PREMIUMS PAID                | 6,143   | 5,739    | 0      | 404     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 664     |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4,220 | 3,703 | 516        |
| PREMIUMS EARNED | 4,177 | 3,735 | 442        |
| DIVIDENDS       | 31    | 0     | 31         |
| LOSSES PAID     | 3,659 | 3,578 | 80         |
| LOSSES INCURRED | 3,801 | 3,578 | 222        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70866 COMPANY: PROVIDENT NATIONAL ASSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 70    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 79227 COMPANY: PRUCO LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 790,360 | 790,360  | 0      | 0     | 0          |
| ISSUED                       | 164,340 | 164,340  | 0      | 0     | 0          |
| TERMINATED                   | 126,509 | 126,509  | 0      | 0     | 0          |
| IN FORCE                     | 828,191 | 828,191  | 0      | 0     | 0          |
| PREMIUMS PAID                | 12,300  | 12,300   | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | -90     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68241 COMPANY: PRUDENTIAL INSURANCE COMPANY OF AMERICA

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL      | ORDINARY  | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|------------|-----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 10,554,323 | 3,287,858 | 43,780 | 7,210,193 | 12,498     |
| ISSUED                       | 1,941,802  | 601,135   | 49,158 | 1,290,870 | 637        |
| TERMINATED                   | 380,085    | 214,651   | 58,780 | 105,931   | 722        |
| IN FORCE                     | 12,116,040 | 3,674,343 | 34,159 | 8,395,131 | 12,406     |
| PREMIUMS PAID                | 69,908     | 47,968    | 390    | 21,549    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,561      |           |        |           |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 72,860 | 70,377 | 2,482      |
| PREMIUMS EARNED | 73,777 | 71,336 | 2,441      |
| DIVIDENDS       | 255    | 243    | 11         |
| LOSSES PAID     | 60,507 | 58,854 | 1,652      |
| LOSSES INCURRED | 65,987 | 64,310 | 1,677      |

NAIC NO: 68284 COMPANY: PYRAMID LIFE INSURANCE COMPANY, THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 10,144 | 10,144   | 0      | 0     | 0          |
| ISSUED                       | 18,130 | 18,130   | 0      | 0     | 0          |
| TERMINATED                   | 6,350  | 6,350    | 0      | 0     | 0          |
| IN FORCE                     | 21,924 | 21,924   | 0      | 0     | 0          |
| PREMIUMS PAID                | 192    | 192      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 601   | 0     | 601        |
| PREMIUMS EARNED | 619   | 0     | 619        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 405   | 0     | 405        |
| LOSSES INCURRED | 422   | 0     | 422        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1980

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 97772 COMPANY: REASSURANCE CORPORATION OF DELAWARE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 68357 COMPANY: RELIABLE LIFE INSURANCE COMPANY THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 634   | 578      | 0      | 0     | 55         |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 144   | 141      | 0      | 0     | 3          |
| IN FORCE                     | 490   | 437      | 0      | 0     | 52         |
| PREMIUMS PAID                | 11    | 11       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 59    | 58    | 1          |
| PREMIUMS EARNED | 59    | 58    | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 10    | 10    | 0          |
| LOSSES INCURRED | 11    | 11    | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68381 COMPANY: RELIANCE STANDARD LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 591,176   | 61,890   | 0      | 529,286   | 0          |
| ISSUED                       | 2,487,220 | 8,860    | 0      | 2,478,360 | 0          |
| TERMINATED                   | 2,209,339 | 7,844    | 0      | 2,202,295 | 0          |
| IN FORCE                     | 869,057   | 63,706   | 0      | 805,351   | 0          |
| PREMIUMS PAID                | 2,789     | 367      | 0      | 2,421     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 54        |          |        |           |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,570 | 2,613 | -42        |
| PREMIUMS EARNED | 2,559 | 2,542 | 17         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,114 | 1,114 | 0          |
| LOSSES INCURRED | 1,297 | 1,368 | -70        |

NAIC NO: 92576 COMPANY: REPUBLIC NATIONAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       |       |          |        |       |            |
| ISSUED                       |       |          |        |       |            |
| TERMINATED                   |       |          |        |       |            |
| IN FORCE                     |       |          |        |       |            |
| PREMIUMS PAID                |       |          |        |       |            |
| DIRECT ANNUITY/PREMIUMS PAID |       |          |        |       |            |

License Cancelled  
Data Unavailable  
at Printing

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   |       |       |            |
| PREMIUMS EARNED |       |       |            |
| DIVIDENDS       |       |       |            |
| LOSSES PAID     |       |       |            |
| LOSSES INCURRED |       |       |            |

License Cancelled  
Data Unavailable  
at Printing

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68456 COMPANY: REPUBLIC-VANGUARD LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 12,249 | 11,584   | 0      | 665   | 0          |
| ISSUED                       | 227    | 45       | 0      | 182   | 0          |
| TERMINATED                   | 1,469  | 1,507    | 0      | -38   | 0          |
| IN FORCE                     | 11,007 | 10,122   | 0      | 885   | 0          |
| PREMIUMS PAID                | 55     | 52       | 0      | 2     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 1     | 0     | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 68454 COMPANY: RESERVE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 72,476 | 65,610   | 0      | 6,866  | 0          |
| ISSUED                       | 13,708 | 13,708   | 0      | 0      | 0          |
| TERMINATED                   | 6,799  | 15,211   | 0      | -8,411 | 0          |
| IN FORCE                     | 79,385 | 64,107   | 0      | 15,278 | 0          |
| PREMIUMS PAID                | 951    | 948      | 0      | 3      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 223    |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,342 | 141   | 2,201      |
| PREMIUMS EARNED | 2,370 | 151   | 2,218      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,094 | 73    | 1,021      |
| LOSSES INCURRED | 1,094 | 95    | 999        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68462 COMPANY: RESERVE NATIONAL INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 99    | 99       | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 99    | 99       | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 95    | 68    | 26         |
| PREMIUMS EARNED | 95    | 68    | 26         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 15    | 11    | 4          |
| LOSSES INCURRED | 15    | 11    | 4          |

NAIC NO: 73334 COMPANY: ROCKY MOUNTAIN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61638 COMPANY: ROOSEVELT NATIONAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 642     | 642      | 0      | 0     | 0          |
| ISSUED                       | 2,001   | 2,001    | 0      | 0     | 0          |
| TERMINATED                   | -87,658 | -87,658  | 0      | 0     | 0          |
| IN FORCE                     | 90,301  | 90,301   | 0      | 0     | 0          |
| PREMIUMS PAID                | 334     | 334      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 74      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 80586 COMPANY: ROYAL LIFE INSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 27,482 | 27,482   | 0      | 0     | 0          |
| ISSUED                       | 15     | 15       | 0      | 0     | 0          |
| TERMINATED                   | 4,397  | 4,397    | 0      | 0     | 0          |
| IN FORCE                     | 23,099 | 23,099   | 0      | 0     | 0          |
| PREMIUMS PAID                | 87     | 87       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 51     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 82848 COMPANY: ROYAL TANDEM LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     | 0        | 0      | 0     | 0          |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 68608 COMPANY: SAFECO LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 298,543 | 73,825   | 0      | 224,718 | 0          |
| ISSUED                       | 48,675  | 20,971   | 0      | 27,704  | 0          |
| TERMINATED                   | -43,595 | 6,382    | 0      | -49,978 | 0          |
| IN FORCE                     | 390,814 | 80,413   | 0      | 302,400 | 0          |
| PREMIUMS PAID                | 1,197   | 535      | 0      | 662     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,517   |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,698 | 1,690 | 8          |
| PREMIUMS EARNED | 1,709 | 1,701 | 8          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,237 | 1,237 | 0          |
| LOSSES INCURRED | 1,204 | 1,204 | 0          |

NOTE: \*(999) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 90581 COMPANY: SAFECO NATIONAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 6,459 | 6,459    | 0      | 0     | 0          |
| ISSUED                       | 291   | 291      | 0      | 0     | 0          |
| TERMINATED                   | 755   | 755      | 0      | 0     | 0          |
| IN FORCE                     | 5,996 | 5,996    | 0      | 0     | 0          |
| PREMIUMS PAID                | 38    | 38       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 93572 COMPANY: SAINT LOUIS REINSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF IMS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 91774 COMPANY: SAVERS LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 408   | 408      | 0      | 0     | 0          |
| ISSUED                       | 150   | 150      | 0      | 0     | 0          |
| TERMINATED                   | 203   | 203      | 0      | 0     | 0          |
| IN FORCE                     | 355   | 355      | 0      | 0     | 0          |
| PREMIUMS PAID                | 2     | 2        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 9     | 0     | 9          |
| PREMIUMS EARNED | 9     | 0     | 9          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3     | 0     | 3          |
| LOSSES INCURRED | 6     | 0     | 6          |

NAIC NO: 71714 COMPANY: SECURITY ASSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|---------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 134,665 | 0        | 134,665 | 0     | 0          |
| ISSUED                       | 157,736 | 0        | 157,736 | 0     | 0          |
| TERMINATED                   | 174,002 | 0        | 174,002 | 0     | 0          |
| IN FORCE                     | 118,400 | 0        | 118,400 | 0     | 0          |
| PREMIUMS PAID                | 1,118   | 0        | 1,118   | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 560   | 0     | 560        |
| PREMIUMS EARNED | 655   | 0     | 655        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 326   | 0     | 326        |
| LOSSES INCURRED | 191   | 0     | 191        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68675 COMPANY: SECURITY BENEFIT LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 114,918 | 63,538   | 0      | 51,379 | 0          |
| ISSUED                       | 75,261  | 75,261   | 0      | 0      | 0          |
| TERMINATED                   | -4,351  | 1,224    | 0      | -5,575 | 0          |
| IN FORCE                     | 194,532 | 137,576  | 0      | 56,955 | 0          |
| PREMIUMS PAID                | 886     | 871      | 0      | 14     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2       |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 61    | 61    | 0          |
| PREMIUMS EARNED | 62    | 62    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 43    | 43    | 0          |
| LOSSES INCURRED | 45    | 45    | 0          |

NAIC NO: 99414 COMPANY: SECURITY EQUITY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 21,194 | 21,194   | 0      | 0     | 0          |
| ISSUED                       | 12,508 | 12,508   | 0      | 0     | 0          |
| TERMINATED                   | -422   | -422     | 0      | 0     | 0          |
| IN FORCE                     | 34,124 | 34,124   | 0      | 0     | 0          |
| PREMIUMS PAID                | 101    | 101      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: 9(000) OMITTED  
 FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61050 COMPANY: SECURITY FIRST LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 69721 COMPANY: SECURITY LIFE INSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 24,961 | 21,287   | 0      | 3,674 | 0          |
| ISSUED                       | 17,390 | 15,692   | 0      | 1,698 | 0          |
| TERMINATED                   | 2,746  | 2,746    | 0      | 0     | 0          |
| IN FORCE                     | 39,605 | 34,233   | 0      | 5,372 | 0          |
| PREMIUMS PAID                | 286    | 254      | 0      | 32    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 643   | 636   | 6          |
| PREMIUMS EARNED | 572   | 565   | 6          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 34    | 30    | 3          |
| LOSSES INCURRED | 33    | 31    | 2          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1968

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68713 COMPANY: SECURITY LIFE OF DENVER INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 151,884 | 150,466  | 0      | 1,418 | 0          |
| ISSUED                       | 35,521  | 34,850   | 0      | 671   | 0          |
| TERMINATED                   | 29,180  | 29,315   | 0      | -135  | 0          |
| IN FORCE                     | 158,225 | 156,001  | 0      | 2,224 | 0          |
| PREMIUMS PAID                | 6,579   | 6,491    | 0      | 87    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 0          |
| PREMIUMS EARNED | 1     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 68772 COMPANY: SECURITY MUTUAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 136,123 | 89,473   | 0      | 46,649 | 0          |
| ISSUED                       | 5,103   | 3,035    | 0      | 2,067  | 0          |
| TERMINATED                   | 10,776  | 10,579   | 0      | 196    | 0          |
| IN FORCE                     | 130,450 | 81,929   | 0      | 48,520 | 0          |
| PREMIUMS PAID                | 476     | 461      | 0      | 15     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 7       |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 45    | 7     | 38         |
| PREMIUMS EARNED | 55    | 7     | 48         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$ (000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68667 COMPANY: SECURITY OF AMERICA LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|---------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 421,779 | 0        | 74,021  | 347,758 | 0          |
| ISSUED                       | 6,071   | 0        | 6,071   | 0       | 0          |
| TERMINATED                   | -37,671 | 0        | -15,954 | -21,717 | 0          |
| IN FORCE                     | 465,521 | 0        | 96,046  | 369,475 | 0          |
| PREMIUMS PAID                | 3,589   | 0        | 1,587   | 2,002   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,642 | 1,263 | 1,379      |
| PREMIUMS EARNED | 2,172 | 1,060 | 1,112      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,089 | 372   | 716        |
| LOSSES INCURRED | 1,265 | 345   | 920        |

NAIC NO: 79880 COMPANY: SECURITY TRUST LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 398,190 | 280,518  | 0      | 0     | 117,672    |
| ISSUED                       | 91,516  | 91,516   | 0      | 0     | 0          |
| TERMINATED                   | 41,153  | 59,084   | 0      | 0     | -17,930    |
| IN FORCE                     | 448,553 | 312,949  | 0      | 0     | 135,603    |
| PREMIUMS PAID                | 10,101  | 6,594    | 0      | 0     | 3,507      |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,037 | 0     | 3,037      |
| PREMIUMS EARNED | 3,043 | 0     | 3,043      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,030 | 0     | 1,030      |
| LOSSES INCURRED | 1,006 | 0     | 1,006      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 91588 COMPANY: SECURITY-CONNECTICUT LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 471,808 | 463,849  | 0      | 7,959  | 0          |
| ISSUED                       | 52,103  | 46,101   | 0      | 6,002  | 0          |
| TERMINATED                   | 94,418  | 91,751   | 0      | 2,667  | 0          |
| IN FORCE                     | 429,485 | 418,200  | 0      | 11,285 | 0          |
| PREMIUMS PAID                | 3,724   | 3,666    | 0      | 58     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 65      |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 71    | 71    | 0          |
| PREMIUMS EARNED | 71    | 71    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 56    | 56    | 0          |
| LOSSES INCURRED | 56    | 56    | 0          |

NAIC NO: 71692 COMPANY: SENTRY INVESTORS LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 58    | 58       | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 58    | 58       | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68810 COMPANY: SENTRY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|--------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 77,080 | 23,633   | 0      | 53,447  | 0          |
| ISSUED                       | 14,538 | 14,398   | 0      | 140     | 0          |
| TERMINATED                   | -6,219 | 6,484    | 0      | -12,703 | 0          |
| IN FORCE                     | 97,838 | 31,547   | 0      | 66,291  | 0          |
| PREMIUMS PAID                | 315    | 245      | 0      | 69      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 56     |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,029 | 1,024 | 4          |
| PREMIUMS EARNED | 1,037 | 1,032 | 4          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 767   | 763   | 3          |
| LOSSES INCURRED | 815   | 814   | 1          |

NAIC NO: 74209 COMPANY: SHAREMET INSURANCE, INC.

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 77186 COMPANY: SHELBY LIFE INSURANCE COMPANY OF SHELBY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 19,591 | 19,591   | 0      | 0     | 0          |
| ISSUED                       | 4,376  | 4,376    | 0      | 0     | 0          |
| TERMINATED                   | 529    | 529      | 0      | 0     | 0          |
| IN FORCE                     | 23,438 | 23,438   | 0      | 0     | 0          |
| PREMIUMS PAID                | 222    | 222      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 140    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 84824 COMPANY: SMA LIFE ASSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 496,267 | 496,267  | 0      | 0     | 0          |
| ISSUED                       | 115,075 | 115,075  | 0      | 0     | 0          |
| TERMINATED                   | 52,813  | 52,813   | 0      | 0     | 0          |
| IN FORCE                     | 558,530 | 558,530  | 0      | 0     | 0          |
| PREMIUMS PAID                | 3,901   | 3,901    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 88      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 927   | 0     | 927        |
| PREMIUMS EARNED | 900   | 0     | 900        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 228   | 0     | 228        |
| LOSSES INCURRED | 844   | 0     | 844        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

MAIC NO: 94617 COMPANY: SOUTHERN FARM BUREAU ANNUITY INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

MAIC NO: 68896 COMPANY: SOUTHERN FARM BUREAU LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 1,212,852 | 1,158,279 | 0      | 54,572 | 0          |
| ISSUED                       | 247,116   | 241,597   | 0      | 5,519  | 0          |
| TERMINATED                   | 125,224   | 124,723   | 0      | 501    | 0          |
| IN FORCE                     | 1,334,744 | 1,275,154 | 0      | 59,590 | 0          |
| PREMIUMS PAID                | 12,915    | 12,712    | 0      | 202    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3,809     |           |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 282   | 58    | 223        |
| PREMIUMS EARNED | 567   | 384   | 183        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 97    | 52    | 45         |
| LOSSES INCURRED | -97   | -158  | 60         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 68934 COMPANY: SOUTHERN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 80,555 | 80,246   | 0      | 0     | 309        |
| ISSUED                       | 2,943  | 2,943    | 0      | 0     | 0          |
| TERMINATED                   | 83,499 | 83,189   | 0      | 0     | 309        |
| IN FORCE                     | 0      | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 424    | 420      | 0      | 0     | 3          |
| DIRECT ANNUITY/PREMIUMS PAID | 53     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 19    | 0     | 19         |
| PREMIUMS EARNED | 20    | 0     | 20         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2     | 0     | 2          |
| LOSSES INCURRED | -1    | 0     | -1         |

NAIC NO: 68950 COMPANY: SOUTHLAND LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,770,045 | 1,665,560 | 0      | 0     | 104,477    |
| ISSUED                       | 249,560   | 249,560   | 0      | 0     | 0          |
| TERMINATED                   | 181,064   | 177,056   | 0      | 0     | 4,807      |
| IN FORCE                     | 1,837,742 | 1,738,072 | 0      | 0     | 99,669     |
| PREMIUMS PAID                | 18,330    | 17,496    | 0      | 0     | 833        |
| DIRECT ANNUITY/PREMIUMS PAID | 591       |           |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,757 | 0     | 2,757      |
| PREMIUMS EARNED | 2,764 | 0     | 2,764      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,060 | 95    | 965        |
| LOSSES INCURRED | 1,226 | 103   | 1,123      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 91391 COMPANY: SOUTHWESTERN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 532,189 | 532,189  | 0      | 0     | 0          |
| ISSUED                       | 51,963  | 51,963   | 0      | 0     | 0          |
| TERMINATED                   | 65,900  | 65,900   | 0      | 0     | 0          |
| IN FORCE                     | 518,252 | 518,252  | 0      | 0     | 0          |
| PREMIUMS PAID                | 4,874   | 4,874    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 9       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 138   | 0     | 138        |
| PREMIUMS EARNED | 136   | 0     | 136        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 95    | 0     | 95         |
| LOSSES INCURRED | 74    | 0     | 74         |

NAIC NO: 68993 COMPANY: SPRINGFIELD LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,103 | 1,534    | 0      | 568   | 0          |
| ISSUED                       | 13    | 13       | 0      | 0     | 0          |
| TERMINATED                   | 758   | 895      | 0      | -137  | 0          |
| IN FORCE                     | 1,359 | 653      | 0      | 705   | 0          |
| PREMIUMS PAID                | 156   | 25       | 0      | 131   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 530   | 369   | 161        |
| PREMIUMS EARNED | 538   | 370   | 168        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 245   | 191   | 53         |
| LOSSES INCURRED | 61    | 6     | 55         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 86355 COMPANY: STANDARD LIFE AND ACCIDENT INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 5,714 | 5,714    | 0      | 0     | 0          |
| ISSUED                       | 921   | 921      | 0      | 0     | 0          |
| TERMINATED                   | 1,289 | 1,289    | 0      | 0     | 0          |
| IN FORCE                     | 5,346 | 5,346    | 0      | 0     | 0          |
| PREMIUMS PAID                | 247   | 247      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 564   | 0     | 564        |
| PREMIUMS EARNED | 579   | 0     | 579        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 341   | 0     | 340        |
| LOSSES INCURRED | 367   | 0     | 367        |

NAIC NO: 71706 COMPANY: STANDARD LIFE AND CASUALTY INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 208   | 208      | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | -36   | -36      | 0      | 0     | 0          |
| IN FORCE                     | 172   | 172      | 0      | 0     | 0          |
| PREMIUMS PAID                | 2     | 2        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 23    | 23    | 0          |
| PREMIUMS EARNED | 19    | 19    | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 9     | 9     | 0          |
| LOSSES INCURRED | 12    | 12    | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69000 COMPANY: STANDARD OF AMERICA LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 69078 COMPANY: STANDARD SECURITY LIFE INS.

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 786   | 730      | 0      | 55    | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 157   | 124      | 0      | 32    | 0          |
| IN FORCE                     | 629   | 606      | 0      | 22    | 0          |
| PREMIUMS PAID                | 4     | 2        | 0      | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 171   | 159   | 12         |
| PREMIUMS EARNED | 169   | 159   | 10         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 26    | 24    | 1          |
| LOSSES INCURRED | 26    | 24    | 1          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 94498 COMPANY: STATE FARM ANNUITY AND LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 69106 COMPANY: STATE FARM LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 3,294,548 | 3,152,786 | 1,813  | 139,948 | 0          |
| ISSUED                       | 972,768   | 968,880   | 452    | 3,435   | 0          |
| TERMINATED                   | 372,201   | 384,406   | 1,253  | -13,457 | 0          |
| IN FORCE                     | 3,895,115 | 3,737,261 | 1,012  | 156,841 | 0          |
| PREMIUMS PAID                | 29,997    | 29,466    | 4      | 527     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3,695     |           |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69116 COMPANY: STATE LIFE INSURANCE COMPANY THE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 74,397 | 74,397   | 0      | 0     | 0          |
| ISSUED                       | 22,183 | 22,183   | 0      | 0     | 0          |
| TERMINATED                   | 12,396 | 12,396   | 0      | 0     | 0          |
| IN FORCE                     | 84,094 | 84,094   | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,044  | 1,044    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 161    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 19    | 0     | 19         |
| PREMIUMS EARNED | 37    | 0     | 37         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 26    | 0     | 26         |
| LOSSES INCURRED | 27    | 0     | 27         |

NAIC NO: 69132 COMPANY: STATE MUTUAL INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 14,859 | 14,859   | 0      | 0     | 0          |
| ISSUED                       | 10,100 | 10,100   | 0      | 0     | 0          |
| TERMINATED                   | 655    | 655      | 0      | 0     | 0          |
| IN FORCE                     | 24,305 | 24,305   | 0      | 0     | 0          |
| PREMIUMS PAID                | 240    | 240      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69140 COMPANY: STATE MUTUAL LIFE ASSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 387,755 | 79,110   | 0      | 308,645 | 0          |
| ISSUED                       | 7,424   | 4,941    | 0      | 2,493   | 0          |
| TERMINATED                   | 100,267 | 11,012   | 0      | 89,254  | 0          |
| IN FORCE                     | 294,922 | 73,039   | 0      | 221,883 | 0          |
| PREMIUMS PAID                | 2,064   | 1,249    | 0      | 815     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,103   |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 11,353 | 11,105 | 168        |
| PREMIUMS EARNED | 11,521 | 11,350 | 170        |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 10,958 | 10,842 | 115        |
| LOSSES INCURRED | 11,509 | 11,417 | 91         |

NAIC NO: 69183 COMPANY: STATESMAN NATIONAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 52    | 51       | 0      | 0     | 0          |
| ISSUED                       | 10    | 10       | 0      | 0     | 0          |
| TERMINATED                   | 5     | 5        | 0      | 0     | 0          |
| IN FORCE                     | 57    | 57       | 0      | 0     | 0          |
| PREMIUMS PAID                | 1     | 1        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 16    | 0     | 16         |
| PREMIUMS EARNED | 15    | 0     | 15         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 7     | 0     | 7          |
| LOSSES INCURRED | 9     | 0     | 9          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 89184 COMPANY: STERLING INVESTORS LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 235   | 235      | 0      | 0     | 0          |
| PREMIUMS PAID                | 5     | 5        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 69213 COMPANY: STURDIVANT LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|---------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 209,369 | 4,454    | 204,915 | 0     | 0          |
| ISSUED                       | 254,179 | 2,706    | 251,473 | 0     | 0          |
| TERMINATED                   | 238,355 | 963      | 237,392 | 0     | 0          |
| IN FORCE                     | 225,193 | 6,197    | 218,996 | 0     | 0          |
| PREMIUMS PAID                | 2,958   | 33       | 2,924   | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,413 | 0     | 2,413      |
| PREMIUMS EARNED | 2,100 | 0     | 2,100      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 781   | 0     | 781        |
| LOSSES INCURRED | 812   | 0     | 812        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71080 COMPANY: SUMMIT NATIONAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 455,826 | 455,826  | 0      | 0     | 0          |
| ISSUED                       | 65,562  | 65,562   | 0      | 0     | 0          |
| TERMINATED                   | 123,570 | 123,570  | 0      | 0     | 0          |
| IN FORCE                     | 397,811 | 397,811  | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,550   | 1,550    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 38      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 79065 COMPANY: SUN LIFE ASSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 24,739 | 24,739   | 0      | 0     | 0          |
| ISSUED                       | 3,031  | 3,031    | 0      | 0     | 0          |
| TERMINATED                   | 4,096  | 4,096    | 0      | 0     | 0          |
| IN FORCE                     | 23,674 | 23,674   | 0      | 0     | 0          |
| PREMIUMS PAID                | 612    | 612      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,326  |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTION BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80802 COMPANY: SUN LIFE ASSURANCE COMPANY OF CANADA THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 727,696 | 176,211  | 0      | 551,485 | 0          |
| ISSUED                       | 97,218  | 58,622   | 0      | 38,595  | 0          |
| TERMINATED                   | 110,661 | 19,471   | 0      | 91,189  | 0          |
| IN FORCE                     | 714,253 | 215,362  | 0      | 498,891 | 0          |
| PREMIUMS PAID                | 3,499   | 2,469    | 0      | 1,029   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 27      |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,059 | 1,056 | 3          |
| PREMIUMS EARNED | 1,081 | 1,078 | 3          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 796   | 794   | 2          |
| LOSSES INCURRED | 904   | 901   | 2          |

NAIC NO: 69256 COMPANY: SUN LIFE INSURANCE COMPANY OF AMERICA

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 91,033 | 80,943   | 0      | 8,758 | 1,331      |
| ISSUED                       | 16,717 | 16,717   | 0      | 0     | 0          |
| TERMINATED                   | 52,443 | 51,392   | 0      | -280  | 1,331      |
| IN FORCE                     | 55,307 | 46,268   | 0      | 9,038 | 0          |
| PREMIUMS PAID                | 1,488  | 1,488    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 5,993  |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 8     | 8     | 8          |
| PREMIUMS EARNED | 9     | 9     | 9          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 11    | 8     | 11         |
| LOSSES INCURRED | 9     | 8     | 9          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69299 COMPANY: SUPERIOR LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | -1    | 0        | -1     | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 69310 COMPANY: SURETY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 171,739 | 150,918  | 0      | 20,820 | 0          |
| ISSUED                       | 104,279 | 104,279  | 0      | 0      | 0          |
| TERMINATED                   | 39,649  | 18,828   | 0      | 20,820 | 0          |
| IN FORCE                     | 236,369 | 236,369  | 0      | 0      | 0          |
| PREMIUMS PAID                | 1,357   | 1,357    | 0      | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 153     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 71528 COMPANY: TANDEM INSURANCE GROUP, INC.

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 69353 COMPANY: TEACHERS PROTECTIVE MUTUAL LIFE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,880 | 1,880    | 0      | 0     | 0          |
| ISSUED                       | 679   | 239      | 0      | 440   | 0          |
| TERMINATED                   | 807   | 447      | 0      | 360   | 0          |
| IN FORCE                     | 1,752 | 1,672    | 0      | 80    | 0          |
| PREMIUMS PAID                | 37    | 28       | 0      | 9     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,217 | 748   | 468        |
| PREMIUMS EARNED | 1,214 | 744   | 470        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 913   | 587   | 325        |
| LOSSES INCURRED | 902   | 592   | 310        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69477 COMPANY: TIME INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 184,754 | 145,924  | 0      | 38,830 | 0          |
| ISSUED                       | 75,425  | 49,836   | 0      | 25,589 | 0          |
| TERMINATED                   | 42,506  | 32,330   | 0      | 10,176 | 0          |
| IN FORCE                     | 217,673 | 163,430  | 0      | 54,243 | 0          |
| PREMIUMS PAID                | 1,354   | 1,098    | 0      | 256    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 79      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP | INDIVIDUAL |
|-----------------|--------|-------|------------|
| PREMIUMS PAID   | 10,390 | 4,858 | 5,532      |
| PREMIUMS EARNED | 10,170 | 4,809 | 5,360      |
| DIVIDENDS       | 0      | 0     | 0          |
| LOSSES PAID     | 5,726  | 3,023 | 2,702      |
| LOSSES INCURRED | 6,223  | 3,225 | 2,997      |

NAIC NO: 69485 COMPANY: TOWER LIFE AND ACCIDENT INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2     | 0     | 2          |
| PREMIUMS EARNED | 2     | 0     | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 20    | 0     | 20         |
| LOSSES INCURRED | 16    | 0     | 16         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61182 COMPANY: TRANS PACIFIC LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 386   | 0        | 0      | 386   | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 386   | 0        | 0      | 386   | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | -3    | -3    | 0          |

NAIC NO: 69566 COMPANY: TRANS WORLD ASSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,988  | 2,988    | 0      | 0     | 0          |
| ISSUED                       | 10,056 | 10,056   | 0      | 0     | 0          |
| TERMINATED                   | 0      | 0        | 0      | 0     | 0          |
| IN FORCE                     | 13,044 | 13,044   | 0      | 0     | 0          |
| PREMIUMS PAID                | 6      | 6        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69515 COMPANY: TRANS-GENERAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 903   | 903      | 0      | 0     | 0          |
| ISSUED                       | 610   | 610      | 0      | 0     | 0          |
| TERMINATED                   | 55    | 55       | 0      | 0     | 0          |
| IN FORCE                     | 1,458 | 1,458    | 0      | 0     | 0          |
| PREMIUMS PAID                | 10    | 10       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 80829 COMPANY: TRANSAMERICA ASSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,160 | 2,160    | 0      | 0     | 0          |
| ISSUED                       | 4,391 | 4,391    | 0      | 0     | 0          |
| TERMINATED                   | 308   | 308      | 0      | 0     | 0          |
| IN FORCE                     | 6,263 | 6,263    | 0      | 0     | 0          |
| PREMIUMS PAID                | 61    | 61       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69507 COMPANY: TRANSAMERICA LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,749 | 3,749    | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 780   | 780      | 0      | 0     | 0          |
| IN FORCE                     | 2,969 | 2,969    | 0      | 0     | 0          |
| PREMIUMS PAID                | 36    | 36       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,488 |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 67121 COMPANY: TRANSAMERICA OCCIDENTAL LIFE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 2,560,380 | 2,065,094 | 16,743 | 478,543 | 0          |
| ISSUED                       | 730,123   | 670,025   | 60,098 | 0       | 0          |
| TERMINATED                   | 686,471   | 316,328   | 13,726 | 356,417 | 0          |
| IN FORCE                     | 2,604,032 | 2,418,791 | 63,115 | 122,126 | 0          |
| PREMIUMS PAID                | 16,521    | 14,761    | 1,730  | 29      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 728       |           |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,691 | 0     | 1,691      |
| PREMIUMS EARNED | 876   | -1    | 878        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 144   | 0     | 144        |
| LOSSES INCURRED | 208   | 0     | 208        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69531 COMPANY: TRANSPORT LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 456,599 | 36,790   | 8,826  | 410,982 | 0          |
| ISSUED                       | 57,857  | 8,845    | 2,942  | 46,070  | 0          |
| TERMINATED                   | 10,701  | 10,701   | 0      | 0       | 0          |
| IN FORCE                     | 503,755 | 34,934   | 11,769 | 457,052 | 0          |
| PREMIUMS PAID                | 880     | 506      | 162    | 212     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 7,357 | 4,779 | 2,578      |
| PREMIUMS EARNED | 7,436 | 4,851 | 2,585      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,647 | 898   | 749        |
| LOSSES INCURRED | 2,193 | 1,266 | 836        |

NAIC NO: 87726 COMPANY: TRAVELERS INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP     | INDUSTRIAL |
|------------------------------|-----------|----------|--------|-----------|------------|
| PREVIOUS YEAR IN FORCE       | 4,650,696 | 479,772  | 57     | 4,170,867 | 0          |
| ISSUED                       | 485,650   | 171,063  | 0      | 314,587   | 0          |
| TERMINATED                   | -583,785  | 76,331   | 57     | -660,173  | 0          |
| IN FORCE                     | 5,720     | 574      | 0      | 5,145     | 0          |
| PREMIUMS PAID                | 46,507    | 6,173    | 0      | 40,334    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 10,385    |          |        |           |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 36,104 | 34,255 | 1,848      |
| PREMIUMS EARNED | 45,561 | 43,699 | 1,862      |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 12,464 | 11,620 | 843        |
| LOSSES INCURRED | 12,265 | 11,451 | 814        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 79413 COMPANY: TRAVELERS INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 172,418 | 172,331  | 0      | 87    | 0          |
| ISSUED                       | 710     | 0        | 0      | 710   | 0          |
| TERMINATED                   | 2,089   | 2,032    | 0      | 57    | 0          |
| IN FORCE                     | 171,039 | 170,299  | 0      | 740   | 0          |
| PREMIUMS PAID                | 1,405   | 1,402    | 0      | 3     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2     | 2     | 0          |
| PREMIUMS EARNED | 2     | 2     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 72    | 72    | 0          |
| LOSSES INCURRED | 75    | 75    | 0          |

NAIC NO: 80950 COMPANY: TRAVELERS LIFE AND ANNUITY COMPANY, THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,637 |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 76015 COMPANY: TRIAD LIFE INSURANCE CORPORATION

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,624 | 2,624    | 0      | 0     | 0          |
| ISSUED                       | 7,442 | 2,760    | 0      | 4,682 | 0          |
| TERMINATED                   | 1,355 | 772      | 0      | 583   | 0          |
| IN FORCE                     | 8,710 | 4,611    | 0      | 4,099 | 0          |
| PREMIUMS PAID                | 42    | 24       | 0      | 18    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 4     | 0     | 4          |
| LOSSES INCURRED | 4     | 0     | 4          |

NAIC NO: 69639 COMPANY: TWENTIETH CENTURY LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 930   | 930      | 0      | 0     | 0          |
| ISSUED                       | 394   | 394      | 0      | 0     | 0          |
| TERMINATED                   | 163   | 163      | 0      | 0     | 0          |
| IN FORCE                     | 1,161 | 1,161    | 0      | 0     | 0          |
| PREMIUMS PAID                | 11    | 11       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 97055 COMPANY: U. S. GUARDIAN HEALTH INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 100   | 100      | 0      | 0     | 0          |
| TERMINATED                   | -325  | -325     | 0      | 0     | 0          |
| IN FORCE                     | 425   | 425      | 0      | 0     | 0          |
| PREMIUMS PAID                | 3     | 3        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 303   | 34    | 269        |
| PREMIUMS EARNED | 290   | 21    | 269        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 105   | 1     | 104        |
| LOSSES INCURRED | 212   | 12    | 199        |

NAIC NO: 88188 COMPANY: UNDERWRITERS LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 130   | 130      | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 130   | 130      | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 3     | 3        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4     | 0     | 4          |
| PREMIUMS EARNED | 6     | 0     | 6          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 4     | 0     | 4          |
| LOSSES INCURRED | 4     | 0     | 4          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69701 COMPANY: UNION BANKERS INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 29,970 | 24,421   | 0      | 5,548 | 0          |
| ISSUED                       | 3,461  | 3,461    | 0      | 0     | 0          |
| TERMINATED                   | 5,668  | 5,589    | 0      | 79    | 0          |
| IN FORCE                     | 27,763 | 22,293   | 0      | 5,469 | 0          |
| PREMIUMS PAID                | 241    | 241      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 4,243 | 0     | 4,243      |
| PREMIUMS EARNED | 4,179 | 0     | 4,179      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,229 | 0     | 2,229      |
| LOSSES INCURRED | 2,546 | 0     | 2,546      |

NAIC NO: 67903 COMPANY: UNION BENEFIT LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 4,148 | 2,045    | 0      | 2,103 | 0          |
| ISSUED                       | 998   | 766      | 0      | 232   | 0          |
| TERMINATED                   | 2,029 | 1,536    | 0      | 493   | 0          |
| IN FORCE                     | 3,117 | 1,275    | 0      | 1,842 | 0          |
| PREMIUMS PAID                | 57    | 36       | 0      | 20    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 371   | 371   | 0          |
| PREMIUMS EARNED | 358   | 358   | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 161   | 161   | 0          |
| LOSSES INCURRED | 236   | 236   | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1980

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 80837 COMPANY: UNION CENTRAL LIFE INSURANCE COMPANY THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 426,834 | 240,948  | 0      | 185,886 | 0          |
| ISSUED                       | 183,125 | 30,253   | 0      | 152,872 | 0          |
| TERMINATED                   | 84,854  | 21,767   | 0      | 63,087  | 0          |
| IN FORCE                     | 525,105 | 249,433  | 0      | 275,671 | 0          |
| PREMIUMS PAID                | 3,671   | 2,540    | 0      | 1,131   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 91      |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 5,276 | 5,045 | 230        |
| PREMIUMS EARNED | 5,484 | 5,262 | 222        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 4,644 | 4,632 | 11         |
| LOSSES INCURRED | 4,743 | 4,715 | 27         |

NAIC NO: 93289 COMPANY: UNION FIDELITY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 81,438 | 5,411    | 0      | 76,027 | 0          |
| ISSUED                       | 17,393 | 35       | 0      | 17,358 | 0          |
| TERMINATED                   | 22,452 | 497      | 0      | 21,955 | 0          |
| IN FORCE                     | 76,379 | 4,949    | 0      | 71,430 | 0          |
| PREMIUMS PAID                | 680    | 149      | 0      | 531    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 5,576 | 4,794 | 782        |
| PREMIUMS EARNED | 5,651 | 4,848 | 802        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,989 | 2,656 | 332        |
| LOSSES INCURRED | 2,654 | 2,456 | 197        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69744 COMPANY: UNION LABOR LIFE INSURANCE COMPANY THE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 83,432 | 1,013    | 0      | 82,419 | 0          |
| ISSUED                       | 1,176  | 871      | 0      | 305    | 0          |
| TERMINATED                   | -8,764 | 297      | 0      | -9,061 | 0          |
| IN FORCE                     | 93,372 | 1,587    | 0      | 91,785 | 0          |
| PREMIUMS PAID                | 319    | 37       | 0      | 281    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 33     |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,156 | 2,144 | 11         |
| PREMIUMS EARNED | 2,162 | 2,150 | 12         |
| DIVIDENDS       | 19    | 19    | 0          |
| LOSSES PAID     | 1,473 | 1,468 | 4          |
| LOSSES INCURRED | 1,440 | 1,435 | 4          |

NAIC NO: 98884 COMPANY: UNION SECURITY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|---------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 544,665 | 101,801  | 442,863 | 0       | 0          |
| ISSUED                       | 649,088 | 4,100    | 331,739 | 313,249 | 0          |
| TERMINATED                   | 548,106 | 102,491  | 444,278 | 1,336   | 0          |
| IN FORCE                     | 645,646 | 3,410    | 330,323 | 311,912 | 0          |
| PREMIUMS PAID                | 7,368   | 3        | 7,110   | 254     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 7,130 | 0     | 7,130      |
| PREMIUMS EARNED | 6,243 | 0     | 6,243      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,330 | 0     | 2,330      |
| LOSSES INCURRED | 2,581 | 0     | 2,581      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 92916 COMPANY: UNITED AMERICAN INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 14,143 | 14,143   | 0      | 0     | 0          |
| ISSUED                       | 3,225  | 3,225    | 0      | 0     | 0          |
| TERMINATED                   | 540    | 540      | 0      | 0     | 0          |
| IN FORCE                     | 16,828 | 16,828   | 0      | 0     | 0          |
| PREMIUMS PAID                | 928    | 928      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 64     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 9,742 | 0     | 9,742      |
| PREMIUMS EARNED | 8,960 | 0     | 8,960      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 4,442 | 0     | 4,442      |
| LOSSES INCURRED | 4,670 | 0     | 4,670      |

NAIC NO: 69876 COMPANY: UNITED COMPANIES LIFE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 81,677  | 48,542   | 0      | 33,135 | 0          |
| ISSUED                       | 29,534  | 20,962   | 2,458  | 6,114  | 0          |
| TERMINATED                   | 7,401   | 6,889    | 512    | 0      | 0          |
| IN FORCE                     | 103,810 | 62,615   | 1,946  | 39,249 | 0          |
| PREMIUMS PAID                | 12,241  | 12,196   | 39     | 5      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 690     |          |        |        |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 164   | 109   | 54         |
| PREMIUMS EARNED | 139   | 109   | 29         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 100   | 88    | 12         |
| LOSSES INCURRED | 88    | 77    | 10         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 77909 COMPANY: UNITED EQUITABLE LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 6     | 0     | 6          |
| PREMIUMS EARNED | 5     | 0     | 5          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 7     | 0     | 7          |

NAIC NO: 91693 COMPANY: UNITED FAMILY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 32,086 | 32,086   | 0      | 0     | 0          |
| ISSUED                       | 6,765  | 6,765    | 0      | 0     | 0          |
| TERMINATED                   | 7,041  | 7,041    | 0      | 0     | 0          |
| IN FORCE                     | 31,810 | 31,810   | 0      | 0     | 0          |
| PREMIUMS PAID                | 764    | 764      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 147    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 73    | 0     | 73         |
| PREMIUMS EARNED | 73    | 0     | 73         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 15    | 0     | 15         |
| LOSSES INCURRED | 15    | 0     | 15         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 87645 COMPANY: UNITED FIDELITY LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 98,250 | 98,250   | 0      | 0     | 0          |
| ISSUED                       | 8,189  | 8,189    | 0      | 0     | 0          |
| TERMINATED                   | 14,309 | 14,309   | 0      | 0     | 0          |
| IN FORCE                     | 92,121 | 92,121   | 0      | 0     | 0          |
| PREMIUMS PAID                | 995    | 744      | 0      | 251   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 101    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3     | 0     | 3          |
| PREMIUMS EARNED | 3     | 0     | 3          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 7     | 0     | 7          |
| LOSSES INCURRED | 6     | 0     | 6          |

NAIC NO: 69922 COMPANY: UNITED HOME LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,612 | 1,612    | 0      | 0     | 0          |
| ISSUED                       | 401   | 401      | 0      | 0     | 0          |
| TERMINATED                   | 664   | 664      | 0      | 0     | 0          |
| IN FORCE                     | 1,348 | 1,348    | 0      | 0     | 0          |
| PREMIUMS PAID                | 9     | 9        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 1     | 0     | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 69930 COMPANY: UNITED INSURANCE COMPANY OF AMERICA

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 433,666 | 310,079  | 0      | 21,043 | 102,543    |
| ISSUED                       | 162,800 | 161,864  | 0      | 936    | 0          |
| TERMINATED                   | 135,583 | 124,728  | 0      | 0      | 10,854     |
| IN FORCE                     | 460,883 | 347,215  | 0      | 21,979 | 91,688     |
| PREMIUMS PAID                | 10,213  | 6,955    | 0      | 139    | 3,118      |
| DIRECT ANNUITY/PREMIUMS PAID | 16      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 5,877 | 34    | 5,842      |
| PREMIUMS EARNED | 5,904 | 39    | 5,865      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,860 | 37    | 2,823      |
| LOSSES INCURRED | 2,930 | 31    | 2,899      |

NAIC NO: 94099 COMPANY: UNITED INVESTORS LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 297,028 | 297,028  | 0      | 0     | 0          |
| ISSUED                       | 44,958  | 42,376   | 0      | 2,581 | 0          |
| TERMINATED                   | 47,893  | 47,868   | 0      | 24    | 0          |
| IN FORCE                     | 294,093 | 291,536  | 0      | 2,556 | 0          |
| PREMIUMS PAID                | 1,310   | 1,304    | 0      | 6     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,140   |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 82694 COMPANY: UNITED LIBERTY LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 1,625 | 1,625    | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 55    | 55       | 0      | 0     | 0          |
| IN FORCE                     | 1,569 | 1,569    | 0      | 0     | 0          |
| PREMIUMS PAID                | 23    | 23       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 4     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 69868 COMPANY: UNITED OF OMAHA LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|-----------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 1,036,574 | 434,355  | 0      | 602,218 | 0          |
| ISSUED                       | 140,456   | 116,124  | 0      | 24,332  | 0          |
| TERMINATED                   | 190,694   | 69,177   | 0      | 121,517 | 0          |
| IN FORCE                     | 986,336   | 481,302  | 0      | 505,033 | 0          |
| PREMIUMS PAID                | 5,304     | 4,346    | 0      | 958     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,417     |          |        |         |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,652 | 3,594 | 57         |
| PREMIUMS EARNED | 3,935 | 3,882 | 53         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 3,572 | 3,471 | 100        |
| LOSSES INCURRED | 3,597 | 3,517 | 80         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 67350 COMPANY: UNITED OLYMPIC LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 94,870 | 4,726    | 0      | 90,144 | 0          |
| ISSUED                       | 8,560  | 8,560    | 0      | 0      | 0          |
| TERMINATED                   | 80,873 | -7,511   | 0      | 88,385 | 0          |
| IN FORCE                     | 22,556 | 20,797   | 0      | 1,758  | 0          |
| PREMIUMS PAID                | 222    | 40       | 0      | 181    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 69     |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 1     | 0          |
| PREMIUMS EARNED | 1     | 1     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1     | 0     | 1          |
| LOSSES INCURRED | 1     | 0     | 1          |

NAIC NO: 70025 COMPANY: UNITED PACIFIC LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 30,945 | 30,945   | 0      | 0     | 0          |
| ISSUED                       | 1,108  | 1,108    | 0      | 0     | 0          |
| TERMINATED                   | 2,423  | 2,423    | 0      | 0     | 0          |
| IN FORCE                     | 29,630 | 29,630   | 0      | 0     | 0          |
| PREMIUMS PAID                | 332    | 332      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 4,705  |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2     | 0     | 2          |
| PREMIUMS EARNED | 2     | 0     | 2          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70033 COMPANY: UNITED PRESIDENTIAL LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 90,632  | 90,632   | 0      | 0     | 0          |
| ISSUED                       | 29,912  | 29,912   | 0      | 0     | 0          |
| TERMINATED                   | 1,682   | 2,460    | 0      | -778  | 0          |
| IN FORCE                     | 118,862 | 118,084  | 0      | 778   | 0          |
| PREMIUMS PAID                | 1,264   | 1,252    | 0      | 11    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 448     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 93238 COMPANY: UNITED REPUBLIC LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61247 COMPANY: UNITED SERVICES GENERAL LIFE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 2,142 | 2,142    | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 2,142 | 2,142    | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2,142 |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 1     | 0          |
| PREMIUMS EARNED | 1     | 1     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 78106 COMPANY: UNITED STATES LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 441,181 | 257,192  | 0      | 183,988 | 0          |
| ISSUED                       | 52,433  | 37,093   | 0      | 15,340  | 0          |
| TERMINATED                   | 162,715 | 156,991  | 0      | 5,724   | 0          |
| IN FORCE                     | 330,899 | 137,294  | 0      | 193,604 | 0          |
| PREMIUMS PAID                | 2,578   | 2,151    | 0      | 427     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 27      |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,023 | 3,017 | 5          |
| PREMIUMS EARNED | 3,096 | 3,091 | 5          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,200 | 2,197 | 2          |
| LOSSES INCURRED | 2,228 | 2,225 | 3          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63479 COMPANY: UNITED TEACHER ASSOCIATES INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 89    | 89       | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 18    | 18       | 0      | 0     | 0          |
| IN FORCE                     | 71    | 71       | 0      | 0     | 0          |
| PREMIUMS PAID                | 2     | 2        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 24    | 0     | 24         |
| PREMIUMS EARNED | 22    | 0     | 22         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 40    | 0     | 40         |
| LOSSES INCURRED | 73    | 0     | 73         |

NAIC NO: 72850 COMPANY: UNITED WORLD LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 37,914 | 37,914   | 0      | 0     | 0          |
| ISSUED                       | 3,719  | 3,719    | 0      | 0     | 0          |
| TERMINATED                   | 4,662  | 4,662    | 0      | 0     | 0          |
| IN FORCE                     | 36,971 | 36,971   | 0      | 0     | 0          |
| PREMIUMS PAID                | 230    | 230      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1     | 0     | 1          |
| PREMIUMS EARNED | 1     | 0     | 1          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1     | 0     | 1          |
| LOSSES INCURRED | 1     | 0     | 1          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70114 COMPANY: UNITY MUTUAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 7,999 | 7,873    | 0      | 18    | 107        |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 214   | 212      | 0      | 2     | 0          |
| IN FORCE                     | 7,785 | 7,661    | 0      | 16    | 108        |
| PREMIUMS PAID                | 95    | 94       | 0      | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 76    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 20    | 6     | 14         |
| PREMIUMS EARNED | 20    | 6     | 14         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 6     | 0     | 6          |
| LOSSES INCURRED | 4     | 0     | 4          |

NAIC NO: 70157 COMPANY: UNIVERSAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 52,028 | 19,464   | 0      | 1,940 | 30,624     |
| ISSUED                       | 15,276 | 7,266    | 0      | 695   | 7,315      |
| TERMINATED                   | 17,046 | 7,171    | 0      | 720   | 9,155      |
| IN FORCE                     | 50,258 | 19,559   | 0      | 1,915 | 28,784     |
| PREMIUMS PAID                | 1,751  | 381      | 0      | 15    | 1,354      |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 764   | 28    | 735        |
| PREMIUMS EARNED | 766   | 29    | 736        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 398   | 48    | 350        |
| LOSSES INCURRED | 388   | 48    | 339        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70173 COMPANY: UNIVERSAL UNDERWRITERS LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 91,715  | 22,847   | 68,330 | 537   | 0          |
| ISSUED                       | 52,797  | 5,525    | 47,272 | 0     | 0          |
| TERMINATED                   | 40,616  | 2,480    | 38,131 | 4     | 0          |
| IN FORCE                     | 103,895 | 25,892   | 77,471 | 532   | 0          |
| PREMIUMS PAID                | 1,219   | 124      | 1,093  | 1     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,026 | 0     | 1,026      |
| PREMIUMS EARNED | 658   | 0     | 658        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 128   | 0     | 128        |
| LOSSES INCURRED | 242   | 0     | 242        |

NAIC NO: 69760 COMPANY: UNUM LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 17,071 | 16,125   | 0      | 946   | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 506    | 480      | 0      | 26    | 0          |
| IN FORCE                     | 16,564 | 15,644   | 0      | 920   | 0          |
| PREMIUMS PAID                | 334    | 327      | 0      | 6     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 30     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 152   | 92    | 59         |
| PREMIUMS EARNED | 163   | 96    | 67         |
| DIVIDENDS       | 1     | 0     | 1          |
| LOSSES PAID     | 431   | 319   | 112        |
| LOSSES INCURRED | 478   | 380   | 97         |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 62235 COMPANY: UNUM LIFE INSURANCE COMPANY OF

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 822,811 | 56,221   | 0      | 766,589 | 0          |
| ISSUED                       | 173,276 | 365      | 0      | 172,911 | 0          |
| TERMINATED                   | 204,458 | 1,395    | 0      | 203,062 | 0          |
| IN FORCE                     | 791,629 | 55,190   | 0      | 736,439 | 0          |
| PREMIUMS PAID                | 3,022   | 635      | 0      | 2,387   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL  | GROUP  | INDIVIDUAL |
|-----------------|--------|--------|------------|
| PREMIUMS PAID   | 22,561 | 19,938 | 2,622      |
| PREMIUMS EARNED | 22,104 | 20,071 | 2,032      |
| DIVIDENDS       | 0      | 0      | 0          |
| LOSSES PAID     | 11,256 | 10,717 | 539        |
| LOSSES INCURRED | 14,965 | 13,978 | 986        |

NAIC NO: 74144 COMPANY: UNUM PENSION AND INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 115   |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 90603 COMPANY: USAA ANNUITY AND LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0      | 0        | 0      | 0     | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0      | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0      | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0      | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 19,466 |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 69663 COMPANY: USAA LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL     | ORDINARY  | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|-----------|-----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 1,884,819 | 1,874,391 | 0      | 10,428 | 0          |
| ISSUED                       | 398,240   | 398,240   | 0      | 0      | 0          |
| TERMINATED                   | 70,654    | 60,226    | 0      | 10,428 | 0          |
| IN FORCE                     | 2,212,405 | 2,212,405 | 0      | 0      | 0          |
| PREMIUMS PAID                | 12,030    | 12,026    | 0      | 3      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,212     |           |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,803 | 1,549 | 253        |
| PREMIUMS EARNED | 1,658 | 1,507 | 151        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 860   | 822   | 37         |
| LOSSES INCURRED | 1,005 | 935   | 70         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 61533 COMPANY: USABLE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 68373 COMPANY: USLIFE CREDIT LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 46,732 | 0        | 2,363  | 44,369 | 0          |
| ISSUED                       | 3,787  | 0        | 1,566  | 2,220  | 0          |
| TERMINATED                   | 1,210  | 0        | 1,210  | 0      | 0          |
| IN FORCE                     | 49,308 | 0        | 2,718  | 46,589 | 0          |
| PREMIUMS PAID                | 42     | 0        | 42     | 0      | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 21    | 0     | 21         |
| PREMIUMS EARNED | 14    | 0     | 14         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 63738 COMPANY: UTICA NATIONAL LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 310   | 310      | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 310   | 310      | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 70211 COMPANY: VALLEY FORGE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|---------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 146,089 | 114,861  | 0      | 31,228 | 0          |
| ISSUED                       | 51,229  | 51,229   | 0      | 0      | 0          |
| TERMINATED                   | -12,456 | -4,532   | 0      | -7,924 | 0          |
| IN FORCE                     | 209,774 | 170,622  | 0      | 39,152 | 0          |
| PREMIUMS PAID                | 2,311   | 2,280    | 0      | 30     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1       |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 8     | 0     | 8          |
| PREMIUMS EARNED | 8     | 0     | 8          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 24    | 24    | 0          |

NOTE: 9(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70238 COMPANY: VARIABLE ANNUITY LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 353    | 353      | 0      | 0     | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 36     | 36       | 0      | 0     | 0          |
| IN FORCE                     | 316    | 316      | 0      | 0     | 0          |
| PREMIUMS PAID                | 1      | 1        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 32.902 |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 93645 COMPANY: VERMONT LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 34,453 | 34,453   | 0      | 0     | 0          |
| ISSUED                       | 33,409 | 33,409   | 0      | 0     | 0          |
| TERMINATED                   | 1,457  | 1,457    | 0      | 0     | 0          |
| IN FORCE                     | 66,405 | 66,405   | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,225  | 1,225    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1.653  |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 81027 COMPANY: VETERANS LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 289,991 | 6,467    | 0      | 283,523 | 0          |
| ISSUED                       | 54,487  | 83       | 0      | 54,404  | 0          |
| TERMINATED                   | 50,325  | -146     | 0      | 50,471  | 0          |
| IN FORCE                     | 214,153 | 6,696    | 0      | 207,456 | 0          |
| PREMIUMS PAID                | 2,133   | 36       | 0      | 2,096   | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 759   | 754   | 5          |
| PREMIUMS EARNED | 762   | 757   | 5          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 349   | 346   | 3          |
| LOSSES INCURRED | 342   | 338   | 3          |

NAIC NO: 70246 COMPANY: VICTORY LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 12,763 | 12,763   | 0      | 0     | 0          |
| ISSUED                       | 0      | 0        | 0      | 0     | 0          |
| TERMINATED                   | 9,285  | 9,285    | 0      | 0     | 0          |
| IN FORCE                     | 2,781  | 2,778    | 0      | 3     | 0          |
| PREMIUMS PAID                | 120    | 120      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 78     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 84549 COMPANY: VISTA LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 34,889 | 0        | 34,889 | 0     | 0          |
| ISSUED                       | 8,671  | 0        | 8,671  | 0     | 0          |
| TERMINATED                   | 0      | 0        | 0      | 0     | 0          |
| IN FORCE                     | 43,561 | 0        | 43,561 | 0     | 0          |
| PREMIUMS PAID                | 684    | 0        | 684    | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 753   | 0     | 753        |
| PREMIUMS EARNED | 498   | 0     | 498        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 179   | 0     | 179        |
| LOSSES INCURRED | 44    | 0     | 44         |

NAIC NO: 70254 COMPANY: VOLUNTEER STATE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 298,004 | 298,009  | 7,994  | 0     | 0          |
| ISSUED                       | 62,514  | 55,087   | 7,426  | 0     | 0          |
| TERMINATED                   | 37,089  | 39,005   | 7,083  | 0     | 0          |
| IN FORCE                     | 323,429 | 315,091  | 8,337  | 0     | 0          |
| PREMIUMS PAID                | 2,995   | 2,927    | 67     | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 258     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 86    | 0     | 86         |
| PREMIUMS EARNED | 59    | 0     | 59         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 75    | 0     | 75         |
| LOSSES INCURRED | 57    | 0     | 57         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 66699 COMPANY: VOYAGER LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT  | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|---------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 459,324 | 0        | 459,324 | 0     | 0          |
| ISSUED                       | 192,145 | 0        | 192,145 | 0     | 0          |
| TERMINATED                   | 147,407 | 0        | 147,407 | 0     | 0          |
| IN FORCE                     | 504,061 | 0        | 504,061 | 0     | 0          |
| PREMIUMS PAID                | 6,585   | 0        | 6,585   | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0       |          |         |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 7,200 | 0     | 7,200      |
| PREMIUMS EARNED | 5,778 | 0     | 5,778      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1,957 | 0     | 1,957      |
| LOSSES INCURRED | 2,390 | 0     | 2,390      |

NAIC NO: 70262 COMPANY: VULCAN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP   | INDUSTRIAL |
|------------------------------|---------|----------|--------|---------|------------|
| PREVIOUS YEAR IN FORCE       | 121,407 | 13,972   | 0      | 107,515 | 0          |
| ISSUED                       | 399     | 89       | 0      | 310     | 0          |
| TERMINATED                   | -1,534  | 2,065    | 0      | -3,600  | 0          |
| IN FORCE                     | 123,412 | 11,987   | 0      | 111,425 | 0          |
| PREMIUMS PAID                | 572     | 147      | 0      | 425     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 65      |          |        |         |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 178   | 41    | 136        |
| PREMIUMS EARNED | 107   | 45    | 142        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 106   | 46    | 60         |
| LOSSES INCURRED | 135   | 69    | 65         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 92436 COMPANY: WABASH LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 17,318 | 17,318   | 0      | 0     | 0          |
| ISSUED                       | 6      | 6        | 0      | 0     | 0          |
| TERMINATED                   | 1,502  | 1,502    | 0      | 0     | 0          |
| IN FORCE                     | 15,821 | 15,821   | 0      | 0     | 0          |
| PREMIUMS PAID                | 232    | 232      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 57    | 0     | 57         |
| PREMIUMS EARNED | 57    | 0     | 57         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2     | 0     | 2          |
| LOSSES INCURRED | 2     | 0     | 2          |

NAIC NO: 79319 COMPANY: WASHINGTON NATIONAL INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 47,262 | 19,889   | 19,059 | 8,160 | 154        |
| ISSUED                       | 2,173  | 1,164    | 0      | 1,009 | 0          |
| TERMINATED                   | 1,533  | 690      | 0      | 839   | 4          |
| IN FORCE                     | 47     | 20       | 19     | 8     | 0          |
| PREMIUMS PAID                | 484    | 140      | 0      | 339   | 4          |
| DIRECT ANNUITY/PREMIUMS PAID | 55     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 3,598 | 3,754 | -155       |
| PREMIUMS EARNED | 3,565 | 4,362 | -796       |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 2,250 | 2,634 | -384       |
| LOSSES INCURRED | 3,163 | 2,871 | 292        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70750 COMPANY: WASHINGTON SQUARE LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,191 | 3,191    | 0      | 0     | 0          |
| ISSUED                       | 296   | 296      | 0      | 0     | 0          |
| TERMINATED                   | 2,400 | 2,400    | 0      | 0     | 0          |
| IN FORCE                     | 1,086 | 1,086    | 0      | 0     | 0          |
| PREMIUMS PAID                | 60    | 59       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 311   |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 33    | 0     | 33         |
| PREMIUMS EARNED | 37    | 0     | 37         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 70483 COMPANY: WESTERN AND SOUTHERN LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 49,979 | 46,319   | 0      | 233   | 3,425      |
| ISSUED                       | 5,270  | 5,213    | 0      | 0     | 57         |
| TERMINATED                   | 4,504  | 4,091    | 0      | 74    | 338        |
| IN FORCE                     | 50,745 | 47,441   | 0      | 159   | 3,144      |
| PREMIUMS PAID                | 678    | 626      | 0      | 0     | 52         |
| DIRECT ANNUITY/PREMIUMS PAID | 1      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 52    | 1     | 50         |
| PREMIUMS EARNED | 52    | 1     | 50         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 28    | 7     | 20         |
| LOSSES INCURRED | 23    | 7     | 15         |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 77879 COMPANY: WESTERN FIDELITY INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 2,965 | 2,965    | 0      | 0     | 0          |
| ISSUED                       | 5,367 | 5,367    | 0      | 0     | 0          |
| TERMINATED                   | 4,220 | 4,220    | 0      | 0     | 0          |
| IN FORCE                     | 4,113 | 4,113    | 0      | 0     | 0          |
| PREMIUMS PAID                | 14    | 14       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 10    |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 943   | 0     | 943        |
| PREMIUMS EARNED | 708   | 0     | 708        |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 260   | 0     | 260        |
| LOSSES INCURRED | 225   | 0     | 225        |

NAIC NO: 70408 COMPANY: WESTERN LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP  | INDUSTRIAL |
|------------------------------|--------|----------|--------|--------|------------|
| PREVIOUS YEAR IN FORCE       | 90,837 | 64,812   | 0      | 25,225 | 0          |
| ISSUED                       | 15,399 | 1,104    | 0      | 14,295 | 0          |
| TERMINATED                   | 9,462  | 6,217    | 0      | 3,244  | 0          |
| IN FORCE                     | 95,975 | 59,699   | 0      | 36,276 | 0          |
| PREMIUMS PAID                | 504    | 366      | 0      | 138    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 34     |          |        |        |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 1,309 | 1,285 | 24         |
| PREMIUMS EARNED | 1,313 | 1,272 | 46         |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 675   | 669   | 5          |
| LOSSES INCURRED | 794   | 786   | 8          |

NOTE: \$ (000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70432 COMPANY: WESTERN NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 18,162 | 18,162   | 0      | 0     | 0          |
| ISSUED                       | 12,927 | 12,927   | 0      | 0     | 0          |
| TERMINATED                   | 1,727  | 1,727    | 0      | 0     | 0          |
| IN FORCE                     | 29,362 | 29,362   | 0      | 0     | 0          |
| PREMIUMS PAID                | 195    | 195      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 1,939  |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 91413 COMPANY: WESTERN RESERVE LIFE ASSURANCE CO. OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 139,142 | 130,767  | 0      | 8,374 | 0          |
| ISSUED                       | 26,798  | 26,798   | 0      | 0     | 0          |
| TERMINATED                   | 28,758  | 28,220   | 0      | 537   | 0          |
| IN FORCE                     | 137,181 | 129,345  | 0      | 7,836 | 0          |
| PREMIUMS PAID                | 1,851   | 1,851    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 535     |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 73474 COMPANY: WESTERN SECURITY LIFE INSURANCE

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 70491 COMPANY: WESTERN STATES LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 63,888  | 63,888   | 0      | 0     | 0          |
| ISSUED                       | 89,347  | 89,347   | 0      | 0     | 0          |
| TERMINATED                   | 8,322   | 8,322    | 0      | 0     | 0          |
| IN FORCE                     | 144,913 | 144,913  | 0      | 0     | 0          |
| PREMIUMS PAID                | 1,205   | 1,205    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 3       |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 92622 COMPANY: WESTERN-SOUTHERN LIFE ASSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 43,631 | 43,631   | 0      | 0     | 0          |
| ISSUED                       | 5,628  | 5,628    | 0      | 0     | 0          |
| TERMINATED                   | 1,375  | 1,375    | 0      | 0     | 0          |
| IN FORCE                     | 47,884 | 47,884   | 0      | 0     | 0          |
| PREMIUMS PAID                | 305    | 305      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 2      |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 62030 COMPANY: WESTFIELD LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 6,570 | 6,570    | 0      | 0     | 0          |
| ISSUED                       | 1,060 | 1,060    | 0      | 0     | 0          |
| TERMINATED                   | -220  | -220     | 0      | 0     | 0          |
| IN FORCE                     | 7,850 | 7,850    | 0      | 0     | 0          |
| PREMIUMS PAID                | 45    | 45       | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 5     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70092 COMPANY: WILLIAM PENN LIFE ASSURANCE COMPANY OF

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 42,505 | 34,530   | 0      | 7,975 | 0          |
| ISSUED                       | 43,896 | 43,896   | 0      | 0     | 0          |
| TERMINATED                   | 12,437 | 12,437   | 0      | 0     | 0          |
| IN FORCE                     | 73,964 | 65,989   | 0      | 7,975 | 0          |
| PREMIUMS PAID                | 215    | 183      | 0      | 32    | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0      |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 70580 COMPANY: WISCONSIN NATIONAL LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 28,287 | 28,287   | 0      | 0     | 0          |
| ISSUED                       | 10,264 | 10,264   | 0      | 0     | 0          |
| TERMINATED                   | 714    | 714      | 0      | 0     | 0          |
| IN FORCE                     | 39,266 | 39,266   | 0      | 0     | 0          |
| PREMIUMS PAID                | 257    | 257      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 276    |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 8     | 0     | 8          |
| PREMIUMS EARNED | 8     | 0     | 8          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 1     | 0     | 1          |
| LOSSES INCURRED | -10   | 0     | -10        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 70629 COMPANY: WORLD INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 20,327 | 20,064   | 0      | 263   | 0          |
| ISSUED                       | 8,730  | 8,730    | 0      | 0     | 0          |
| TERMINATED                   | 3,304  | 3,351    | 0      | -46   | 0          |
| IN FORCE                     | 25,752 | 25,443   | 0      | 309   | 0          |
| PREMIUMS PAID                | 438    | 435      | 0      | 3     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 10     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 2,104 | 0     | 2,104      |
| PREMIUMS EARNED | 2,012 | 0     | 2,012      |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 890   | 0     | 890        |
| LOSSES INCURRED | 1,157 | 0     | 1,157      |

NAIC NO: 69833 COMPANY: WORLD SERVICE LIFE INSURANCE COMPANY

## DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|-------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 0     | 0        | 0      | 0     | 0          |
| ISSUED                       | 0     | 0        | 0      | 0     | 0          |
| TERMINATED                   | 0     | 0        | 0      | 0     | 0          |
| IN FORCE                     | 0     | 0        | 0      | 0     | 0          |
| PREMIUMS PAID                | 0     | 0        | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 0     |          |        |       |            |

## DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



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PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
TRANSACTIONED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN LIFE AND ACCIDENT AND SICKNESS

NAIC NO: 93513 COMPANY: XEROX FINANCIAL SERVICES LIFE INSURANCE

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL  | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|--------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 3,131  | 324      | 0      | 2,806 | 0          |
| ISSUED                       | 480    | 659      | 0      | -178  | 0          |
| TERMINATED                   | 0      | 0        | 0      | 0     | 0          |
| IN FORCE                     | 3,611  | 984      | 0      | 2,627 | 0          |
| PREMIUMS PAID                | 167    | 168      | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | 14,988 |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NAIC NO: 70661 COMPANY: ZURICH AMERICAN LIFE INSURANCE COMPANY

DIRECT VIRGINIA LIFE INSURANCE

|                              | TOTAL   | ORDINARY | CREDIT | GROUP | INDUSTRIAL |
|------------------------------|---------|----------|--------|-------|------------|
| PREVIOUS YEAR IN FORCE       | 114,288 | 114,276  | 0      | 11    | 0          |
| ISSUED                       | 9,659   | 9,659    | 0      | 0     | 0          |
| TERMINATED                   | 20,859  | 20,859   | 0      | 0     | 0          |
| IN FORCE                     | 103,089 | 103,077  | 0      | 11    | 0          |
| PREMIUMS PAID                | 1,620   | 1,620    | 0      | 0     | 0          |
| DIRECT ANNUITY/PREMIUMS PAID | ?       |          |        |       |            |

DIRECT ACCIDENT AND SICKNESS INSURANCE

|                 | TOTAL | GROUP | INDIVIDUAL |
|-----------------|-------|-------|------------|
| PREMIUMS PAID   | 0     | 0     | 0          |
| PREMIUMS EARNED | 0     | 0     | 0          |
| DIVIDENDS       | 0     | 0     | 0          |
| LOSSES PAID     | 0     | 0     | 0          |
| LOSSES INCURRED | 0     | 0     | 0          |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREMIUM PROFILE OF DIRECT LIFE AND ACCIDENT AND SICKNESS INSURANCE  
 TRANSACTED BUSINESS BY CLASS OF INS. IN VIRGINIA IN THE YEAR 1988

TYPE: TOTAL FOREIGN LIFE AND ACCIDENT AND SICKNESS

|                              | TOTAL       | DIRECT VIRGINIA LIFE INSURANCE         |           |             |            |
|------------------------------|-------------|----------------------------------------|-----------|-------------|------------|
|                              |             | ORDINARY                               | CREDIT    | GROUP       | INDUSTRIAL |
| PREVIOUS YEAR IN FORCE       | 169,649,739 | 18,554,517                             | 7,981,704 | 142,387,865 | 725,651    |
| ISSUED                       | 37,403,672  | 23,703,683                             | 4,061,316 | 9,627,466   | 11,206     |
| TERMINATED                   | 93,485,695  | 12,200,267                             | 3,361,572 | 77,888,452  | 35,402     |
| IN FORCE                     | 107,910,974 | 29,705,933                             | 8,571,011 | 68,964,423  | 699,605    |
| PREMIUMS PAID                | 1,509,693   | 1,169,356                              | 85,879    | 239,225     | 15,232     |
| DIRECT ANNUITY/PREMIUMS PAID | 537,888     | 0                                      | 0         |             |            |
|                              |             | DIRECT ACCIDENT AND SICKNESS INSURANCE |           |             |            |
|                              |             | TOTAL                                  | GROUP     | INDIVIDUAL  |            |
| PREMIUMS PAID                | 1,004,190   | 696,342                                | 307,847   |             |            |
| PREMIUMS EARNED              | 1,005,118   | 710,024                                | 295,094   |             |            |
| DIVIDENDS                    | 3,532       | 1,963                                  | 1,568     |             |            |
| LOSSES PAID                  | 648,904     | 529,952                                | 118,951   |             |            |
| LOSSES INCURRED              | 696,097     | 559,426                                | 136,670   |             |            |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

## TYPE: TOTAL LIFE AND ACCIDENT AND SICKNESS

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PART 8  
FRATERNAL BENEFIT SOCIETIES

GENERAL FINANCIAL INFORMATION OF FRATERNAL BENEFIT SOCIETIES  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN FRATERNAL BENEFIT SOCIETIES

NAIC NO: 56014 COMPANY: AID ASSOCIATION FOR LUTHERANS  
56138 CSA FRATERNAL LIFE  
56693 GREEK CATHOLIC UNION OF THE USANAIC NO: 57223 COMPANY: BAPTIST LIFE ASSOCIATION  
56154 GLEANER LIFE INSURANCE SOCIETY  
56553 HUNGARIAN REFORMED FEDERATION OF AMERICA

|                    | NAIC NO: | 56014     | 57223  | 56138  | 56154   | 56693   | 56553  |
|--------------------|----------|-----------|--------|--------|---------|---------|--------|
| ADMITTED ASSETS    |          | 6,246,320 | 12,823 | 66,960 | 188,017 | 100,468 | 21,623 |
| LIABILITIES        |          | 5,857,556 | 11,807 | 59,970 | 173,275 | 93,662  | 14,990 |
| SURPLUS            |          | 388,763   | 1,015  | 6,990  | 14,742  | 6,806   | 6,632  |
| TOTAL INCOME       |          | 1,618,363 | 1,974  | 13,661 | 54,644  | 22,643  | 2,409  |
| TOTAL EXPENSES     |          | 1,481,317 | 1,925  | 12,865 | 50,093  | 21,850  | 2,383  |
| REFUNDS TO MEMBERS |          | 124,053   | 0      | 482    | 3,580   | 333     | 0      |
| NET GAIN           |          | 12,992    | 48     | 314    | 970     | 460     | 25     |

## PREMIUM PROFILE OF DIRECT FRATERNAL BUSINESS IN VIRGINIA

|                                         |         |     |       |        |       |       |
|-----------------------------------------|---------|-----|-------|--------|-------|-------|
| SURPLUS BEGINNING YEAR                  | 373,522 | 968 | 6,627 | 14,881 | 6,542 | 6,668 |
| ISSUED DURING YEAR - AMOUNT             | 92,715  | 0   | 50    | 0      | 110   | 0     |
| IN FORCE END OF YEAR - AMOUNT           | 592,200 | 0   | 121   | 546    | 443   | 8     |
| PAYMENTS RECEIVED - LIFE                | 4,281   | 10  | 1     | 9      | 3     | 0     |
| BENEFITS PAID - LIFE                    | 844     | 0   | 3     | 0      | 0     | 0     |
| PAYMENTS RECEIVED - ACCIDENT & SICKNESS | 614     | 1   | 0     | 0      | 0     | 0     |
| BENEFITS PAID - ACCIDENT & SICKNESS     | 236     | 0   | 0     | 0      | 0     | 0     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF FRATERNAL BENEFIT SOCIETIES  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN FRATERNAL BENEFIT SOCIETIES

NAIC NO: 58068 COMPANY: INDEPENDENT ORDER OF FORESTERS THE  
56758 LOYAL CHRISTIAN BENEFIT ASSOCIATION  
57991 MENNONITE MUTUAL AID ASSOCIATIONNAIC NO: 58033 COMPANY: KNIGHTS OF COLUMBUS  
57126 LUTHERAN BROTHERHOOD  
57541 MODERN WOODMEN OF AMERICA

|                    | NAIC NO: | 58068     | 58033     | 56758  | 57126     | 57991  | 57541     |
|--------------------|----------|-----------|-----------|--------|-----------|--------|-----------|
| ADMITTED ASSETS    |          | 2,153,581 | 2,480,165 | 61,645 | 4,084,342 | 64,904 | 1,256,418 |
| LIABILITIES        |          | 1,787,065 | 2,163,267 | 53,813 | 4,595,674 | 56,056 | 1,119,741 |
| SURPLUS            |          | 366,516   | 316,897   | 7,831  | 288,668   | 8,847  | 136,676   |
| TOTAL INCOME       |          | 453,351   | 568,778   | 11,374 | 1,141,576 | 46,336 | 293,612   |
| TOTAL EXPENSES     |          | 391,557   | 426,724   | 10,833 | 982,314   | 50,308 | 255,556   |
| REFUNDS TO MEMBERS |          | 41,760    | 111,361   | 457    | 132,918   | 37     | 27,195    |
| NET GAIN           |          | 20,032    | 30,693    | 82     | 26,343    | -4,009 | 10,860    |

## PREMIUM PROFILE OF DIRECT FRATERNAL BUSINESS IN VIRGINIA

|                                         |         |         |       |         |        |         |
|-----------------------------------------|---------|---------|-------|---------|--------|---------|
| SURPLUS BEGINNING YEAR                  | 347,278 | 278,204 | 6,907 | 273,146 | 13,064 | 119,638 |
| ISSUED DURING YEAR - AMOUNT             | 6,690   | 40,898  | 535   | 28,848  | 1,041  | 58,475  |
| IN FORCE END OF YEAR - AMOUNT           | 54,432  | 170,217 | 2,369 | 220,383 | 6,099  | 25,170  |
| PAYMENTS RECEIVED - LIFE                | 818     | 1,899   | 17    | 2,081   | 25     | 3,260   |
| BENEFITS PAID - LIFE                    | 44      | 66      | 0     | 274     | 3      | 420     |
| PAYMENTS RECEIVED - ACCIDENT & SICKNESS | 3       | 91      | 0     | 215     | 1,782  | 29      |
| BENEFITS PAID - ACCIDENT & SICKNESS     | 0       | 42      | 0     | 49      | 1,688  | 35      |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF FRATERNAL BENEFIT SOCIETIES  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN FRATERNAL BENEFIT SOCIETIES

|                |                                                                           |                |                                                                                                                        |
|----------------|---------------------------------------------------------------------------|----------------|------------------------------------------------------------------------------------------------------------------------|
| NAIC NO: 57576 | COMPANY: NATIONAL FRATERNAL SOCIETY OF NORTH AMERICAN BENEFIT ASSOCIATION | NAIC NO: 56782 | COMPANY: NATIONAL SLOVAK SOCIETY OF THE UNITED ORDER OF UNITED COMMERCIAL TRAVELERS OF POLISH NATIONAL ALLIANCE OF THE |
| 56170          | POLICE AND FIREMEN'S INSURANCE ,                                          | 56383          |                                                                                                                        |
| 58009          |                                                                           | 57622          |                                                                                                                        |

|                    | NAIC NO: 57576 | 56782  | 56170   | 56383  | 58009  | 57622   |
|--------------------|----------------|--------|---------|--------|--------|---------|
| ADMITTED ASSETS    | 9,445          | 17,848 | 110,660 | 30,034 | 34,215 | 221,110 |
| LIABILITIES        | 8,505          | 16,094 | 82,588  | 5,977  | 20,275 | 191,491 |
| SUPPLUS            | 939            | 1,754  | 28,072  | 24,056 | 13,939 | 29,619  |
| TOTAL INCOME       | 1,203          | 4,324  | 18,131  | 10,552 | 6,365  | 30,189  |
| TOTAL EXPENSES     | 1,196          | 4,248  | 16,042  | 9,245  | 4,788  | 23,251  |
| REFUNDS TO MEMBERS | 80             | 37     | 2,604   | 238    | 1,284  | 4,139   |
| NET GAIN           | -73            | 37     | -514    | 1,068  | 292    | 2,798   |

PREMIUM PROFILE OF DIRECT FRATERNAL BUSINESS IN VIRGINIA

|                                         | 1,035 | 1,751 | 26,983 | 23,011 | 14,006 | 27,792 |
|-----------------------------------------|-------|-------|--------|--------|--------|--------|
| SURPLUS BEGINNING YEAR                  | 39    | 0     | 40     | 135    | 641    | 73     |
| ISSUED DURING YEAR - AMOUNT             | 682   | 25    | -4     | 237    | 604    | 2,787  |
| IN FORCE END OF YEAR - AMOUNT           | 16    | 0     | 18     | 8      | 8      | 27     |
| PAYMENTS RECEIVED - LIFE                | 3     | 1     | 0      | 2      | 0      | 0      |
| BENEFITS PAID - LIFE                    | 0     | 0     | 0      | 221    | 8      | 0      |
| PAYMENTS RECEIVED - ACCIDENT & SICKNESS | 0     | 0     | 0      | 94     | 7      | 0      |
| BENEFITS PAID - ACCIDENT & SICKNESS     | 0     | 0     | 0      |        |        |        |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



GENERAL FINANCIAL INFORMATION OF FRATERNAL BENEFIT SOCIETIES  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1998

TYPE: FOREIGN FRATERNAL BENEFIT SOCIETIES

| NAIC NO:           | 57657   | 58181  | 56456  | 57142  | 56006  | 57010  | COMPANY: | SOMS OF NORWAY | TRAVELERS PROTECTIVE ASSOCIATION OF | WILLIAM PENN ASSOCIATION |
|--------------------|---------|--------|--------|--------|--------|--------|----------|----------------|-------------------------------------|--------------------------|
| NAIC NO:           | 57657   | 57142  | 58181  | 56006  | 56456  | 57010  |          |                |                                     |                          |
| ADMITTED ASSETS    | 404,722 | 85,952 | 40,057 | 16,096 | 42,065 | 87,412 |          |                |                                     |                          |
| LIABILITIES        | 289,044 | 81,169 | 26,155 | 2,498  | 31,769 | 76,754 |          |                |                                     |                          |
| SURPLUS            | 115,678 | 4,782  | 13,901 | 13,598 | 10,295 | 10,658 |          |                |                                     |                          |
| TOTAL INCOME       | 56,155  | 22,758 | 5,468  | 3,112  | 12,993 | 13,982 |          |                |                                     |                          |
| TOTAL EXPENSES     | 42,598  | 21,035 | 3,712  | 3,301  | 10,592 | 13,065 |          |                |                                     |                          |
| REFUNDS TO MEMBERS | 6,738   | 1,043  | 1,211  | 0      | 1,055  | 286    |          |                |                                     |                          |
| NET GAIN           | 6,018   | 680    | 545    | -188   | 1,345  | 630    |          |                |                                     |                          |

PREMIUM PROFILE OF DIRECT FRATERNAL BUSINESS IN VIRGINIA

|                                         |         |       |        |        |       |        |
|-----------------------------------------|---------|-------|--------|--------|-------|--------|
| SURPLUS BEGINNING YEAR                  | 103,658 | 4,141 | 13,106 | 13,786 | 8,991 | 10,095 |
| ISSUED DURING YEAR - AMOUNT             | 0       | 75    | 11     | 0      | 545   | 40     |
| IN FORCE END OF YEAR - AMOUNT           | 289     | 372   | 211    | 0      | 4,663 | 924    |
| PAYMENTS RECEIVED - LIFE                | 2       | 4     | 7      | 0      | 38    | 7      |
| BENEFITS PAID - LIFE                    | 8       | 0     | 0      | 0      | 2     | 11     |
| PAYMENTS RECEIVED - ACCIDENT & SICKNESS | 0       | 0     | 0      | 125    | 47    | 0      |
| BENEFITS PAID - ACCIDENT & SICKNESS     | 0       | 0     | 0      | 104    | 15    | 2      |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF FRATERNAL BENEFIT SOCIETIES  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

TYPE: FOREIGN FRATERNAL BENEFIT SOCIETIES

NAIC NO: 57320 COMPANY: WOODMEN OF THE WORLD LIFE INSURANCE

NAIC NO: 57320

|                    |           |
|--------------------|-----------|
| ADMITTED ASSETS    | 1,985,089 |
| LIABILITIES        | 1,797,799 |
| SURPLUS            | 187,290   |
| TOTAL INCOME       | 523,140   |
| TOTAL EXPENSES     | 436,490   |
| REFUNDS TO MEMBERS | 77,773    |
| NET GAIN           | 8,876     |

## PREMIUM PROFILE OF DIRECT FRATERNAL BUSINESS IN VIRGINIA

|                                         |           |
|-----------------------------------------|-----------|
| SURPLUS BEGINNING YEAR                  | 172,459   |
| ISSUED DURING YEAR - AMOUNT             | 206,402   |
| IN FORCE END OF YEAR - AMOUNT           | 1,062,781 |
| PAYMENTS RECEIVED - LIFE                | 13,251    |
| BENEFITS PAID - LIFE                    | 1,681     |
| PAYMENTS RECEIVED - ACCIDENT & SICKNESS | 319       |
| BENEFITS PAID - ACCIDENT & SICKNESS     | 80        |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF FRATERNAL BENEFIT SOCIETIES  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

## TYPE: FOREIGN FRATERNAL BENEFIT SOCIETIES

|                    | TOTAL      |
|--------------------|------------|
| ADMITTED ASSETS    | 20,621,981 |
| LIABILITIES        | 18,617,006 |
| SURPLUS            | 2,004,975  |
| TOTAL INCOME       | 4,937,107  |
| TOTAL EXPENSES     | 4,277,298  |
| REFUNDS TO MEMBERS | 538,674    |
| NET GAIN           | 121,133    |

## PREMIUM PROFILE OF DIRECT FRATERNAL BUSINESS IN VIRGINIA

|                                         |           |
|-----------------------------------------|-----------|
| SURPLUS BEGINNING YEAR                  | 1,868,271 |
| ISSUED DURING YEAR - AMOUNT             | 437,369   |
| IN FORCE END OF YEAR - AMOUNT           | 2,145,489 |
| PAYMENTS RECEIVED - LIFE                | 25,800    |
| BENEFITS PAID - LIFE                    | 3,368     |
| PAYMENTS RECEIVED - ACCIDENT & SICKNESS | 3,461     |
| BENEFITS PAID - ACCIDENT & SICKNESS     | 2,357     |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

GENERAL FINANCIAL INFORMATION OF FRATERNAL BENEFIT SOCIETIES  
TRANSACTIONING BUSINESS IN VIRGINIA IN THE YEAR 1988

|                    | TOTAL<br>DOMESTIC | TOTAL<br>FOREIGN | TOTAL      |
|--------------------|-------------------|------------------|------------|
| ADMITTED ASSETS    | 0                 | 20,621,981       | 20,621,981 |
| LIABILITIES        | 0                 | 18,617,006       | 18,617,006 |
| SURPLUS            | 0                 | 2,004,975        | 2,004,975  |
| TOTAL INCOME       | 0                 | 4,937,107        | 4,937,107  |
| TOTAL EXPENSES     | 0                 | 4,277,298        | 4,277,298  |
| REFUNDS TO MEMBERS | 0                 | 538,674          | 538,674    |
| NET GAIN           | 0                 | 121,133          | 121,133    |

## PREMIUM PROFILE OF DIRECT FRATERNAL BUSINESS IN VIRGINIA

|                                         |   |           |           |
|-----------------------------------------|---|-----------|-----------|
| SURPLUS BEGINNING YEAR                  | 0 | 1,868,271 | 1,868,271 |
| ISSUED DURING YEAR - AMOUNT             | 0 | 437,369   | 437,369   |
| IN FORCE END OF YEAR - AMOUNT           | 0 | 2,145,489 | 2,145,489 |
| PAYMENTS RECEIVED - LIFE                | 0 | 25,800    | 25,800    |
| BENEFITS PAID - LIFE                    | 0 | 3,368     | 3,368     |
| PAYMENTS RECEIVED - ACCIDENT & SICKNESS | 0 | 3,461     | 3,461     |
| BENEFITS PAID - ACCIDENT & SICKNESS     | 0 | 2,357     | 2,357     |

NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PART 9  
PREPAID HEALTH PLANS

PREPAID HEALTH PLANS  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1988

NAIC NO: 00206 COMPANY: ALTERNATIVE DENTAL CARE OF VIRGINIA, INC NAIC NO: 47210 COMPANY: AMERICAN PSYCHMANAGEMENT, INC.  
55565 BLUE CROSS AND BLUE SHIELD OF VIRGINIA 47066 CONSUMER DENTAL CARE COMPANY  
55611 DELTA DENTAL PLAN OF VIRGINIA 00051 DENTAL BENEFIT PROVIDERS OF MARYLAND,

|                   | NAIC NO: | 00206 | 47210 | 55565     | 47066 | 55611 | 00051 |
|-------------------|----------|-------|-------|-----------|-------|-------|-------|
| ADMITTED ASSETS   |          | 26    | 1,166 | 612,245   | 224   | 1,517 | 131   |
| LIABILITIES       |          | 0     | 1,106 | 474,096   | 86    | 1,369 | 20    |
| SURPLUS           |          | 26    | -19   | 138,148   | 137   | 148   | 103   |
| PREMIUMS EARNED   |          | 0     | 2,806 | 1,387,760 | 2,323 | 9,860 | 288   |
| CLAIMS INCURRED   |          | 0     | 1,868 | 1,280,311 | 0     | 7,441 | 2     |
| EXPENSES INCURRED |          | 0     | 1,005 | 130,126   | 2,281 | 1,936 | 286   |

NAIC NO: 53147 COMPANY: DENTICARE OF VIRGINIA NAIC NO: 53007 COMPANY: GROUP HOSPITALIZATION AND MEDICAL  
53031 MID-ATLANTIC VISION SERVICE PLAN, INC. 00058 NATIONWIDE LEGAL SERVICES OF VIRGINIA,  
00078 RANDMARK, INC. 00054 SOUTHWEST VIRGINIA GROUP LEGAL SERVICES,

|                   | NAIC NO: | 53147 | 53007     | 53031 | 00058 | 00078 | 00054 |
|-------------------|----------|-------|-----------|-------|-------|-------|-------|
| ADMITTED ASSETS   |          | 569   | 429,107   | 994   | 15    | 520   | 0     |
| LIABILITIES       |          | 564   | 420,849   | 780   | 0     | 38    | 0     |
| SURPLUS           |          | 5     | 8,257     | 213   | 15    | 481   | 0     |
| PREMIUMS EARNED   |          | 3,569 | 1,001,844 | 2,980 | 0     | 2,544 | 3     |
| CLAIMS INCURRED   |          | 2,257 | 902,891   | 2,952 | 0     | 1,645 | 0     |
| EXPENSES INCURRED |          | 1,387 | 116,613   | 1,149 | 0     | 909   | 3     |

PREPAID HEALTH PLANS  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1988

|                   | TOTAL     |
|-------------------|-----------|
| ADMITTED ASSETS   | 1,046,518 |
| LIABILITIES       | 899,000   |
| SURPLUS           | 147,517   |
| PREMIUMS EARNED   | 2,413,981 |
| CLAIMS INCURRED   | 2,199,371 |
| EXPENSES INCURRED | 255,698   |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PREPAID HEALTH PLANS  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1988

NAIC NO: 00206 COMPANY: ALTERNATIVE DENTAL CARE OF VIRGINIA, INC  
55565 BLUE CROSS AND BLUE SHIELD OF VIRGINIA  
55611 DELTA DENTAL PLAN OF VIRGINIA

NAIC NO: 47210 COMPANY: AMERICAN PSYCHMANAGEMENT, INC.  
47066 CONSUMER DENTAL CARE COMPANY  
00051 DENTAL BENEFIT PROVIDERS OF MARYLAND,

|                               | NAIC NO: | 00206 | 47210 | 55565     | 47066 | 55611  | 00051 |
|-------------------------------|----------|-------|-------|-----------|-------|--------|-------|
| PREMIUMS WRITTEN              |          | 0     | 2,806 | 1,387,603 | 2,329 | 20,780 | 291   |
| PREMIUMS EARNED               |          | 0     | 2,806 | 1,387,760 | 2,323 | 9,860  | 288   |
| PAYMENTS TO VA. SUBSCRIBERS   |          | 0     | 2,086 | 1,253,897 | 0     | 7,308  | 2     |
| RECEIVED FROM VA. SUBSCRIBERS |          | 0     | 0     | 1,307,603 | 2,329 | 21,085 | 0     |
| CLAIMS INCURRED               |          | 0     | 1,866 | 1,280,311 | 0     | 7,441  | 2     |
| NET UNDERWRITING GAIN         |          | 0     | -66   | -22,678   | 42    | 482    | 0     |
| NET INVESTMENT GAIN           |          | 1     | 60    | 24,604    | 9     | 41     | 1     |
| OTHER INCOME                  |          | 0     | 0     | -1,088    | 7     | 51     | 0     |
| NET GAIN                      |          | 1     | -5    | 7,282     | 50    | 575    | 1     |
| SURPLUS BEGINNING YEAR        |          | 0     | -13   | 104,434   | 122   | -305   | 102   |
| CHANGE IN SURPLUS             |          | 26    | -5    | 33,714    | 15    | 533    | 1     |

NAIC NO: 53147 COMPANY: DENTICARE OF VIRGINIA  
53031 MID-ATLANTIC VISION SERVICE PLAN, INC.  
00078 RANDMARK, INC.

NAIC NO: 53007 COMPANY: GROUP HOSPITALIZATION AND MEDICAL  
00058 NATIONWIDE LEGAL SERVICES OF VIRGINIA,  
00054 SOUTHWEST VIRGINIA GROUP LEGAL SERVICES,

|                               | NAIC NO: | 53147 | 53007     | 53031  | 00058 | 00078 | 00054 |
|-------------------------------|----------|-------|-----------|--------|-------|-------|-------|
| PREMIUMS WRITTEN              |          | 3,314 | 1,002,931 | 4,071  | 0     | 2,509 |       |
| PREMIUMS EARNED               |          | 3,569 | 1,001,844 | 2,980  | 0     | 2,544 |       |
| PAYMENTS TO VA. SUBSCRIBERS   |          | 2,211 | 905,290   | 3,719  | 0     | 1,650 |       |
| RECEIVED FROM VA. SUBSCRIBERS |          | 0     | 251,723   | 0      | 0     | 2,509 |       |
| CLAIMS INCURRED               |          | 2,257 | 502,891   | 2,952  | 0     | 1,645 |       |
| NET UNDERWRITING GAIN         |          | -76   | -17,660   | -1,121 | 0     | -9    |       |
| NET INVESTMENT GAIN           |          | 17    | 2,330     | 19     | 0     | 10    |       |
| OTHER INCOME                  |          | 3     | -20,937   | 343    | 0     | 0     |       |
| NET GAIN                      |          | -49   | -36,267   | -757   | 0     | 0     |       |
| SURPLUS BEGINNING YEAR        |          | -43   | 49,835    | 469    | 15    | 457   |       |
| CHANGE IN SURPLUS             |          | 48    | -41,578   | -256   | 0     | 24    |       |

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NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PREPAID HEALTH PLANS  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1988

## TOTAL

|                               |           |
|-------------------------------|-----------|
| PREMIUMS WRITTEN              | 2,426,648 |
| PREMIUMS EARNED               | 2,413,981 |
| PAYMENTS TO VA. SUBSCRIBERS   | 2,176,167 |
| RECEIVED FROM VA. SUBSCRIBERS | 1,665,251 |
| CLAIMS INCURRED               | 2,199,371 |
| NET UNDERWRITING GAIN         | -41,088   |
| NET INVESTMENT GAIN           | 27,096    |
| OTHER INCOME                  | -21,620   |
| NET GAIN                      | -29,169   |
| SURPLUS BEGINNING YEAR        | 155,001   |
| CHANGE IN SURPLUS             | -7,484    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

PART 10

HEALTH MAINTENANCE ORGANIZATIONS

HEALTH MAINTENANCE ORGANIZATIONS  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1988NAIC NO: 95400 COMPANY: AETNA HEALTHCARE PROGRAMS OF VIRGINIA,  
00067 CIGNA HEALTHPLAN MID-ATLANTIC, INC.  
00032 GEORGE WASHINGTON UNIVERSITY HEALTH PLANNAIC NO: 96202 COMPANY: CAPITAL CARE, INC.  
96563 EQUICOR HEALTH PLAN, INC.  
00018 GROUP HEALTH ASSOCIATION INC

|                           | NAIC NO: | 95400  | 96202   | 00067  | 96563  | 00032  | 00018   |
|---------------------------|----------|--------|---------|--------|--------|--------|---------|
| TOTAL ASSETS              |          | 7,089  | 13,009  | 9,917  | 13,358 | 9,940  | 78,787  |
| TOTAL CURRENT LIABILITIES |          | 4,487  | 11,388  | 6,154  | 8,923  | 7,829  | 24,143  |
| NET WORTH                 |          | 2,601  | 1,621   | 2,906  | 2,695  | 2,110  | 25,234  |
| TOTAL REVENUE             |          | 20,450 | 51,636  | 25,758 | 60,320 | 34,317 | 151,878 |
| TOTAL EXPENSES            |          | 22,667 | 61,857  | 29,843 | 62,512 | 36,534 | 153,601 |
| NET GAIN BEFORE TAXES     |          | -2,217 | -10,221 | -4,085 | -2,192 | -2,217 | -1,722  |
| NET INCOME (LOSS)         |          | -1,301 | -10,221 | -2,506 | -2,192 | -2,217 | 3,648   |
| NET WORTH BEGINNING YEAR  |          | 2,376  | 526     | -1,037 | 4,824  | 1,429  | 23,336  |
| CHANGE IN NET WORTH       |          | 225    | 1,094   | 3,943  | -2,129 | 680    | 1,898   |

NAIC NO: 00056 COMPANY: HEALTH PLUS, INC  
96571 HMO VIRGINIA, INC.  
55522 KAISER FOUNDATION HEALTH PLAN OF THENAIC NO: 00059 COMPANY: HEALTHKEEPERS OF VIRGINIA, INC.  
96520 HUMANA HEALTH PLAN OF VIRGINIA, INC.  
00062 LINCOLN NATIONAL HEALTH PLAN, INC.

|                           | NAIC NO: | 00056  | 00059 | 96571  | 96520 | 55522   | 00062  |
|---------------------------|----------|--------|-------|--------|-------|---------|--------|
| TOTAL ASSETS              |          | 18,623 | 1,697 | 7,411  | 1,352 | 115,674 | 3,435  |
| TOTAL CURRENT LIABILITIES |          | 14,052 | 959   | 5,330  | 140   | 41,079  | 2,052  |
| NET WORTH                 |          | 2,285  | 733   | 1,368  | 1,211 | 34,130  | 1,383  |
| TOTAL REVENUE             |          | 81,768 | 5,197 | 29,368 | 88    | 185,783 | 1,784  |
| TOTAL EXPENSES            |          | 77,409 | 5,044 | 32,700 | 2     | 191,287 | 3,071  |
| NET GAIN BEFORE TAXES     |          | 4,359  | 152   | -3,332 | 85    | -5,503  | -1,286 |
| NET INCOME (LOSS)         |          | 2,731  | 134   | -2,800 | 53    | -5,503  | -848   |
| NET WORTH BEGINNING YEAR  |          | -446   | 473   | 1,588  | 1,158 | 39,633  | 1,271  |
| CHANGE IN NET WORTH       |          | 2,731  | 259   | -220   | 53    | -5,503  | 111    |

NAIC NO: 96504 COMPANY: MAXICARE VIRGINIA, L. P.  
95281 OPTIMA HEALTH PLAN  
96547 PHYSICIANS HEALTH PLAN, INC.NAIC NO: 00040 COMPANY: MD-INDIVIDUAL PRACTICE ASSOCIATION, INC  
96539 PARTNERS HEALTH PLAN OF THE  
95040 PRUDENTIAL HEALTH CARE PLAN, INC.

|                           | NAIC NO: | 96504 | 00040  | 95281  | 96539  | 96547  | 95040   |
|---------------------------|----------|-------|--------|--------|--------|--------|---------|
| TOTAL ASSETS              |          |       | 18,120 | 11,338 | 11,209 | 3,310  | 143,412 |
| TOTAL CURRENT LIABILITIES |          |       | 7,789  | 9,614  | 9,277  | 4,308  | 101,816 |
| NET WORTH                 |          |       | 3,464  | 1,724  | -3,769 | -4,071 | 35,939  |
| TOTAL REVENUE             |          |       | 92,819 | 32,730 | 44,638 | 16,788 | 683,012 |
| TOTAL EXPENSES            |          |       | 89,932 | 33,421 | 49,996 | 18,893 | 676,305 |
| NET GAIN BEFORE TAXES     |          |       | 2,886  | -690   | -5,357 | -2,105 | 6,706   |
| NET INCOME (LOSS)         |          |       | 1,815  | -196   | -5,357 | -2,105 | 4,306   |
| NET WORTH BEGINNING YEAR  |          |       | 2,548  | 1,403  | -293   | -2,912 | 15,448  |
| CHANGE IN NET WORTH       |          |       | 916    | 320    | -3,476 | -1,158 | 20,491  |

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NOTE: \$(000) OMITTED

FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

HEALTH MAINTENANCE ORGANIZATIONS  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1988NAIC NO: 00215 COMPANY: SENTARA HEALTH PLANS, INC.  
96512

TRAVELERS HEALTH NETWORK OF VIRGINIA,

NAIC NO: 96555 COMPANY: SOUTHERN HEALTH SERVICES

|                           | NAIC NO: | 00215  | 96555  | 96512  |
|---------------------------|----------|--------|--------|--------|
| TOTAL ASSETS              |          | 13,094 | 4,660  | 9,414  |
| TOTAL CURRENT LIABILITIES |          | 7,337  | 4,607  | 6,975  |
| NET WORTH                 |          | 5,757  | -1,000 | -5,691 |
| TOTAL REVENUE             |          | 9,749  | 25,553 | 23,895 |
| TOTAL EXPENSES            |          | 10,192 | 27,776 | 29,994 |
| NET GAIN BEFORE TAXES     |          | -442   | -2,223 | -6,099 |
| NET INCOME (LOSS)         |          | -642   | -2,223 | -3,789 |
| NET WORTH BEGINNING YEAR  |          | 0      | 1,231  | -2,591 |
| CHANGE IN NET WORTH       |          | 5,757  | -2,240 | -3,099 |

HEALTH MAINTENANCE ORGANIZATIONS  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1988

|                           | TOTAL     |
|---------------------------|-----------|
| TOTAL ASSETS              | 494,259   |
| TOTAL CURRENT LIABILITIES | 278,268   |
| NET WORTH                 | 110,627   |
| TOTAL REVENUE             | 1,577,540 |
| TOTAL EXPENSES            | 1,613,045 |
| NET GAIN BEFORE TAXES     | -35,504   |
| NET INCOME (LOSS)         | -29,215   |
| NET WORTH BEGINNING YEAR  | 89,969    |
| CHANGE IN NET WORTH       | 20,658    |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS



PART 11

COOPERATIVE NON-PROFIT LIFE BENEFIT  
COMPANIES, LIFE AND CASUALTY COOPERATIVE  
OR ASSESSMENT BURIAL SOCIETIES

COOPERATIVE NON PROFIT LIFE BENEFIT COMPANIES  
 LIFE AND CASUALTY COOPERATIVE OR ASSESSMENT  
 BURIAL SOCIETIES  
 TRANSACTING BUSINESS IN VIRGINIA DURING THE YEAR 1988

NAIC NO: 84379 COMPANY: BLUE RIDGE MUTUAL BURIAL ASSOCIATION  
 84395 PROVIDERS ALLCARE INSURANCE COMPANY

NAIC NO: 84433 COMPANY: NATIONAL UNION LIFE INSURANCE COMPANY  
 84476 VIRGINIA HEALTH AND ACCIDENT

|                       | NAIC NO: 84379 | 84433 | 84395 | 84476 |
|-----------------------|----------------|-------|-------|-------|
| ADMITTED ASSETS       | 1,965          | 100   | 2,614 | 1,880 |
| LIABILITIES           | 6              | 100   | 1,246 | 959   |
| RESERVES AND SURPLUS  | 1,959          | 0     | 1,367 | 920   |
| ASSETS BEGINNING YEAR | 2,013          | 0     | 1,276 | 956   |
| TOTAL INCOME          | 402            | 4     | 647   | 2,446 |
| TOTAL DISBURSEMENTS   | 318            | 0     | 1,014 | 2,800 |
| ASSETS END OF YEAR    | 2,097          | 99    | 937   | 601   |

## VIRGINIA BUSINESS

|                                |        |    |       |       |
|--------------------------------|--------|----|-------|-------|
| TOTAL RECEIVED FROM MEMBERS    | 2,013  | 0  | 394   | 3,496 |
| TOTAL PAYMENTS TO MEMBERS      | 152    | 0  | 400   | 1,332 |
| IN FORCE BEGINNING YEAR-NUMBER | 21     | 0  | 4     | 8     |
| IN FORCE BEGINNING YEAR-AMOUNT | 12,710 | 65 | 4,640 | 2,262 |
| WRITTEN DURING YEAR-NUMBER     | 0      | 0  | 0     | 5     |
| WRITTEN DURING YEAR-AMOUNT     | 859    | 0  | 0     | 250   |
| TERMINATED DURING YEAR-NUMBER  | 0      | 0  | 1     | 5     |
| TERMINATED DURING YEAR-AMOUNT  | 553    | 46 | 938   | 622   |
| IN FORCE END OF YEAR-NUMBER    | 20     | 0  | 2     | 8     |
| IN FORCE END OF YEAR-AMOUNT    | 13,029 | 19 | 3,701 | 1,890 |

NOTE: \$(000) OMITTED  
 FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS

COOPERATIVE NON PROFIT LIFE BENEFIT COMPANIES  
LIFE AND CASUALTY COOPERATIVE OR ASSESSMENT  
BURIAL SOCIETIES  
TRANSACTIONING BUSINESS IN VIRGINIA DURING THE YEAR 1988

## TOTAL

|                       |       |
|-----------------------|-------|
| ADMITTED ASSETS       | 6.560 |
| LIABILITIES           | 2.312 |
| RESERVES AND SURPLUS  | 4.248 |
| ASSETS BEGINNING YEAR | 4.246 |
| TOTAL INCOME          | 3.501 |
| TOTAL DISBURSEMENTS   | 4.133 |
| ASSETS END OF YEAR    | 3.736 |

## VIRGINIA BUSINESS

|                                |        |
|--------------------------------|--------|
| TOTAL RECEIVED FROM MEMBERS    | 5.905  |
| TOTAL PAYMENTS TO MEMBERS      | 1.885  |
| IN FORCE BEGINNING YEAR-NUMBER | 33     |
| IN FORCE BEGINNING YEAR-AMOUNT | 19.679 |
| WRITTEN DURING YEAR-NUMBER     | 5      |
| WRITTEN DURING YEAR-AMOUNT     | 1.109  |
| TERMINATED DURING YEAR-NUMBER  | 7      |
| TERMINATED DURING YEAR-AMOUNT  | 2.160  |
| IN FORCE END OF YEAR-NUMBER    | 31     |
| IN FORCE END OF YEAR-AMOUNT    | 18.641 |

NOTE: \$(000) OMITTED  
FAILURE OF AMOUNTS TO ADD RESULTS FROM DROPPING HUNDREDS